Trade and Industry

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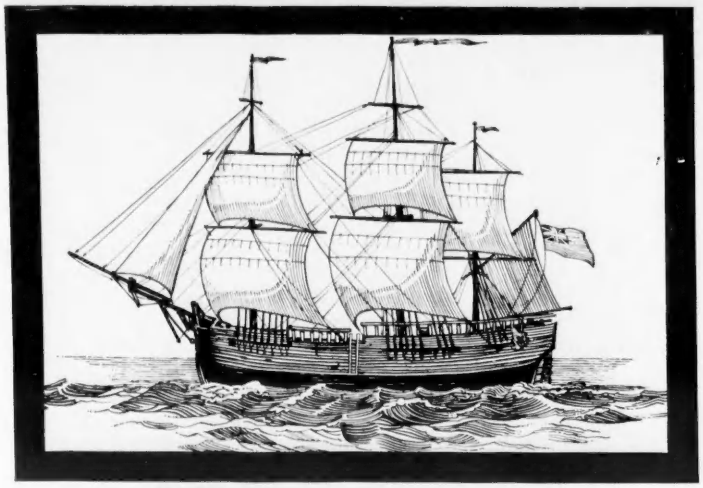

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Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL

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Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

'Kenilworth' is one of eight patterns introducing the elegant Contour shape in fine bone china by Wedgwood. Launched in North America and the Caribbean last October and since then in Australia, Europe and Britain, Contour has received a very enthusiastic reception. It was designed by Richard Brockman in the Wedgwood studios at Barlaston.

LATE ANNOUNCEMENTS

Anglo-Polish trade negotiations

NEGOTIATIONS FOR a Long Term Economic and Trade Agreement between the United Kingdom and Poland have been taking place between officials of the two countries in London during the past two weeks.

A text has been prepared which will now be submitted to the two Governments for approval and it is hoped that Ministers of the two countries will meet in London to sign the Agreement in about a month's time. It will then be published.

The purpose of the Agreement is to provide a stable framework within which trade and economic co-operation between the United Kingdom and Poland can develop with maximum freedom.

During the same discussions agreement was also reached on quota increases for 1971 amounting to approximately £565,000 for a number of Polish goods still covered by United Kingdom import quotas, and on increases amounting to £375,000 on quotas for United Kingdom exports to Poland of certain consumer goods. Details will be published in *Trade and Industry* in the near future.

In 1970 United Kingdom imports from Poland totalled approximately £63 million, an increase of about £6 million from the previous year. United Kingdom exports to Poland in 1970 totalled a round figure of over £59 million, an increase of about £4½ million compared with 1969.

Monopolies, Mergers and Restrictive Trade Practices

THE OFFICIALS responsible for the day-to-day administration of the above legislation have moved back to DTI office at 1 Victoria Street. Correspondence and enquiries should be addressed to: Department of Trade and Industry, IC3A, Room 516, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3422).

Bowater Paper Corporation—Reed International

AS THE above-mentioned companies have abandoned their proposals to merge their pulp, paper and board interests in the United Kingdom, the Department of Trade and Industry have given consent to the Monopolies Commission to lay aside the reference which was made to them on February 26, 1971.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	18 Nov. 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	This week
UK balance of payments (Q)	This week
Bankruptcy orders (Q)	17 Feb. 1971
Business names registered (A)	27 Jan. 1971
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	20 Jan. 1971
Industry's investment intentions (3 times a year)	20 Jan. 1971
Catering trades turnover (M)	17 Feb. 1971
Chemicals industry (Q)	17 Feb. 1971
Companies:	
Acquisitions and mergers (Q)	10 Feb. 1971
New companies registered:	
Gt. Britain (M)	17 Feb. 1971
N. Ireland (M)	3 Mar. 1971
Computers:	
UK computer market (Q)	13 Jan. 1971
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	10 Feb. 1971
International trade credit (A)	15 April 1970
ECGD business (Q)	3 Mar. 1971
Electronics capital equipment deliveries, research and development (Q)	27 Jan. 1971
Engineering and electrical goods:	
Deliveries and orders (M)	24 Feb. 1971
Film industry:	
British Film Fund Agency returns (M)	10 Feb. 1971
Cinema admissions and takings (M)	6 Jan. 1971
Overseas payments and earnings (A)	23 July 1970
Registration of films (A)	24 Feb. 1971
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	24 Feb. 1971
Household consumption (Q)	This week
Footwear industry orders and deliveries (M)	27 Jan. 1971
Foreign trade:	
EFTA trade (Q)	9 Dec. 1970
Industrial countries trade and production (Q)	10 Feb. 1971
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	24 Feb. 1971
Value of overseas trade (M)	17 Feb. 1971
Value of overseas trade: analysis of trends (Q)	3 Mar. 1971
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	17 Feb. 1971
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	10 Feb. 1971
Industrial building (Q)	10 Feb. 1971
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	3 Mar. 1971
N. Ireland index (M)	27 Jan. 1971
Wales index (Q)	17 Feb. 1971
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investments (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 April 1971
Laundries and dry cleaners turnover (M)	17 Feb. 1971
Machine tools deliveries and orders (Q)	24 Feb. 1971
Man-made fibres:	
Analysis of production (A)	17 Feb. 1971
Analysis of production (Q)	17 Feb. 1971
Deliveries (Q)	17 Feb. 1971
Production (M)	17 Feb. 1971
Volume of production (M)	17 Feb. 1971
Motor industry:	
Car and commercial vehicle production (M)	3 Mar. 1971
Motor trades turnover (M)	24 Feb. 1971
Office development permits (Q)	This week
Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	3 Mar. 1971
Retail trades:	
Index nos. (M)	10 Feb. 1971
N. Ireland index (M)	20 Jan. 1971
Royalty transactions (A)	25 May 1970
Shipping:	
Movement at UK ports (M)	This week
Nationality of vessels in UK sea-borne trade (A)	10 Feb. 1971
Steel consumption (Q)	23 Dec. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	20 Jan. 1971
Retail (M)	17 Feb. 1971
Television:	
Overseas payments and earnings (A)	27 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	27 Jan. 1971
Cotton production (M)	This week
Hosiery production (M)	24 Feb. 1971
Wholesale houses sales (M)	20 Jan. 1971
Wool exports (Q)	25 Nov. 1970
Wool output (M)	This week
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1971
Index nos. (M)	17 Feb. 1971

Department of Trade and Industry Organizations, etc.

Subjects	*Last Published*
DTI addresses (former BOT offices)	3 Mar. 1971
DTI Regional Directors	3 Mar. 1971
British Commercial representatives overseas	13 Jan. 1971
Customs notices of interest to exporters	This week
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	20 Jan. 1971
Half-yearly index – Oct.-Dec. 1970	17 Dec. 1970
Official receivers' offices	20 May 1970
Programme of trade promotions	3 Mar. 1971
Release dates of economic statistics	24 Feb. 1971

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TRADE and INDUSTRY (*incorporating the Board of Trade Journal*) is published weekly by Her Majesty's Stationery Office, price 10p (2s. 0d.) annual subscription £7.60 (£7 12s. 0d.) (including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 258 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

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☐ P5 Paper and paper-making materials (M)
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☐ P6 Pottery and electrical ware (M)

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☐ P82 Merchant shipbuilding (Q)

Textiles
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☐ P10 Elastic goods and narrow fabrics (Q)
☐ P73 Foam backing, foam laminating and fabric-to-fabric bonding (M)
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M = Monthly
Q = Quarterly
A = Annual

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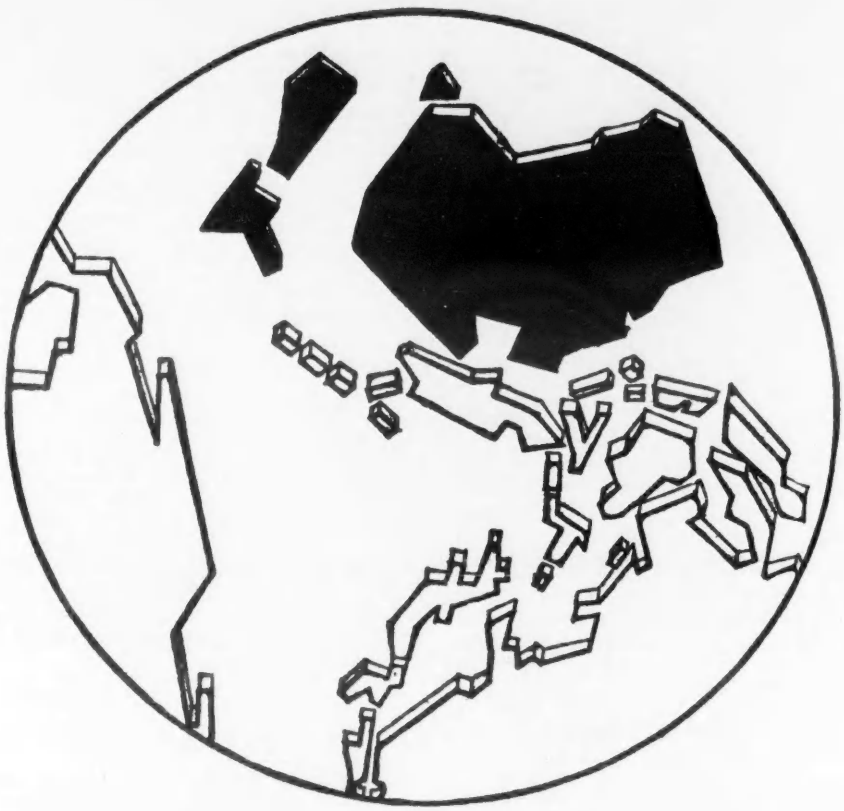

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If you want to export—get into training!

By Arthur J. Day, Director-General, Institute of Export

THERE ARE SOME alarming misconceptions about Britain and exports. Of course Britain has got to export to live; all readers of *Trade and Industry* know why without resort here to elementary macro-economics. What perhaps is not appreciated is that: (a) all companies are not expected to enter international trading as their national duty; (b) most of the companies who do export do not pay sufficient or any attention to export training; and (c) exports today are not confined to goods packed in boxes and shipped by sea and air to overseas destinations. Let's examine these points in sequence.

A duty to export?

There is one main duty for the board of every company. That seems to me to be the maximization of profits from given resources for the benefit of shareholders. Nobody with an ounce of commonsense would say to every company that it is their duty to export. In many cases the attempts would be so unprofessional and rife with let downs for overseas buyers that they would act strongly against Britain's image in the international trading world. And according to all the 'international bagmen' members of the Institute of Export, who report back to headquarters that image is currently very good.

What companies should do is to ask themselves why so many other firms are exporting. The answer must surely be: 'Because they find it profitable so to do!' The next inquiries should be: 'Are our goods wanted in overseas markets?' and 'Have we any space capacity?'. If the answers to both the questions are affirmative, desk research about specific markets should be started.

Training for export

It is when companies reach this state of their export activities that they should consider export training. But for some curious reason it seems that they do not. If they need new plant and machinery, they consult and employ qualified engineers. If they need new buildings, they go to qualified architects. In their laboratories they employ qualified physicists and chemists. In their accounts departments, there are qualified accountants. The company secretary will be qualified.

But all too frequently the export department seems to be staffed with people who 'are given no planned instruction and acquire such information as they possess in a haphazard manner in the course of doing their jobs'. The quotation comes from the Central Training Council of the Department of Employment report on the 'Training of Export Staff' (HMSO). It would seem, therefore, that everybody in the United Kingdom realizes the significance of exports for national solvency but that, curiously enough, only the enlightened few take the subject very seriously. What an extraordinary situation for a secondary-producing country of more than 50 million inhabitants! The vital importance of the subject should now make export training come into its own in the United Kingdom on a scale never before experienced.

How can this be achieved? In effect, it is no problem at all; the organization has already been established. All that matters is that exporting companies should take advantage of it.

The Institute of Export – founded in 1935 – has established the standards that should be achieved in export knowledge and offers itself as an examining body to ensure that those standards are reached. At any moment, it has some 1,200-1,500 students registered with it, but most of these students register and study of their own accord and at their own expense because they wish to get ahead in international trading as a career. If companies were as enthusiastic about proficiency in international trading, there would be little cause for alarm.

This is what the Institute of Export advise exporting companies to do.

(1) Become company members of the Institute and take advantage of all that membership has to offer.
(2) Immediately ascertain whether or not their present executives are qualified men – in export, of course!
(3) Ensure that the staff of their export departments are advised to study for Institute membership. They can encourage this by (a) paying for the necessary courses and reading material (invariably fairly reasonable); (b) granting pay increases on the passing of all stages of the Institute examinations; and (c) treating staff who are successful in the Institute final examinations as prospective export management material.
(4) Ask for Institute of Export-qualified men when placing advertisements for export staff.
(5) Use the Institute's employment register for filling export vacancies.

It must be acknowledged at the outset that the Institute does not regard those students who are successful in all stages of the examinations as 'instant export managers'. These students are very well equipped with export knowledge but management training and company product instruction have to be added to create real export executives.

During 1970 the Institute revised its syllabus for export education. Authorities in each of the subjects included were consulted and their collective efforts put to industry, educational establishments, teachers, Government and industrial training board representatives, etc. The finally agreed version has now been published and will come into use nationally from September 1971. Copies of the new Institute education handbook may be obtained from the Institute of Export, 14 Hallam Street, London, WIN 6HT (price 10p net).

Briefly, the Institute has replaced its intermediate examination by the Ordinary National Certificate in Business Studies with credit passes in Structure of Commerce, General Principles of English Law, Economic Geography and English (it is slightly different for Scotland). Part I of the final examination consists of papers in Legal Aspects of Export Trade; International Trade and Finance of Overseas Trade; Cargo Insurance; and Transportation and Documentation. Part II of the final examination consists of papers in Export Distribution and Promotion; Export Markets, Research and Statistics; Export Management Accounting; and Practical Exporting. For the last-named paper a practical problem ranging over all or any of the other seven papers will be set as a comprehensive exercise. The student will receive the paper at least one week before the examination and he or she will be free to seek

(*Continued on next page*)

IF YOU WANT TO EXPORT, *continued*

any information from any source or to consult anybody. The written answer will be undertaken in the examination rooms.

International trade

There is much more to the Institute these days than export education, although that is its principal work. There are branches established in Scotland, the North-East, Hull, Sheffield, West Riding, Manchester, Liverpool, Northern Ireland and the West Midlands. One other branch is in course of establishment and others are being considered in parts of the country not yet covered.

This has an educational aspect, too, for those involved in international trading never cease to learn. There is always something new. Trade is a living science. Members, therefore, like to get together to discuss problems common to them all, new developments, assistance from the Department of Trade and Industry and other such subjects.

The third item mentioned in the first paragraph of this article may now be considered. There was a time when because of extensive British overseas investments on the one hand and tied markets on the other, exporting as a professional occupation received scant attention. Our national books were balanced and exports were goods in packing cases, stowed in ships and delivered overseas in exchange for pieces of paper. Today, things are a little different. If we enter the Common Market, for instance, and become a member of a great western European customs union, will trade between the various participating countries be 'home' or 'exports'? It will certainly be international trading. A new and increasingly important aspect of world trade is the growth of the multinational company. A 'European company' is already being considered. Trade here will be international – but will it be export? Again, the concept of export as the physical movement of products may well be changing to a considerable degree with effects on transport, documentation and finance. Some firms are discovering that it is more profitable in the long run to permit overseas manufacture of products under licence with quality control administered from the United Kingdom. Hardly 'export' but certainly international trading. A much more valuable movement of British intelligence overseas – a 'brain-gain' rather than a 'brain-drain' – is the temporary export of knowledge and ability: 'know-how'. The trading world is becoming increasingly sophisticated. The Institute must follow suit and may well have to establish itself on the broader basis of international trade.

Secretary of State meets Mr. Jack Jones

MR. JOHN DAVIES, Secretary of State for Trade and Industry, met Mr. Len Forden, Mr. Jack Jones and Mr. Harry Urwin of the Transport and General Workers Union on March 4 to discuss the industrial policy of the Department of Trade and Industry. The discussion was part of a continuing dialogue between the Department and union representatives.

Mr. Davies hopes that these meetings, which were started last June, will establish a pattern of free interchange of views and information about policies within the responsibilities of the Department.

Background note:

The meeting is the first of a series of meetings with the leaders of major unions. In the next few weeks Mr. Davies plans to meet senior officers from the Amalgamated Union of Engineering and Foundry Workers, the Electrical Electronics and Telecommunications Union, and a number of others.

In recent months the Secretary of State and his Ministerial colleagues have met trade union representatives on 17 occasions. There have been six meetings with the Trade Union Council representatives.

The discussions with trades unions have covered a wide variety of topics. These include regional policy, the proposed second force airline, the coal industry, the textile industry, relations with the British Steel Corporation and problems affecting the shipbuilding and repair industry.

Sir John Eden meets TUC Production Committee

SIR JOHN EDEN, Minister for Industry, met members of the TUC Production Committee on March 4 to discuss energy sector matters. The meeting is part of a series of consultations between the trades unions and the Department of Trade and Industry. It was agreed that the meeting had been useful, and that it would be helpful if such consultations continued to be held from time to time.

Statement on Vehicle and General Insurance Company

MR. JOHN DAVIES, Secretary of State for Trade and Industry, made the following statement in the House of Commons on March 2 on the Vehicle and General Insurance Company Ltd:

'As hon. members are doubtless aware, the directors of the Vehicle and General Insurance Company Ltd. announced yesterday evening their intention to petition the Court for the compulsory winding-up of the company and of five of its subsidiary companies which carry on largely motor insurance business.

'The names of the companies are as follows:

Automobile and General Insurance Co. Ltd.
The General and Commercial Motor Insurance Co. Ltd.
Metropolitan General Insurance Co. Ltd.
Transport Indemnity Insurance Co. Ltd.
The World Auxiliary Insurance Corporation Ltd.

'In order to comply with the requirements of the Road Traffic Act, 1960, motor insurance policies must be issued by authorized insurers who are carrying on motor vehicle insurance business in Great Britain. The policy-holders of the companies in question should therefore take out new policies with authorized insurers if they wish their cars to continue to be used on the roads.

'Both the directors and the British Insurance Association have already advised policy-holders to obtain cover from other insurers.

'I understand that the petitions for winding-up are being presented today but I cannot forecast the time required by the Court to deal with them.

'The financial affairs of the company and its subsidiaries has been under close consideration for some time by the Department who have been frequently in touch with the directors. The Department, in compliance with Section 68 of the Companies Act, 1967, on February 24 duly served the requisite notice of 30 days on the companies concerned of the intention of the Department to issue directions restricting the companies from issuing new policies or renewing old policies.'

Provisional liquidator appointed for six companies

BY ORDER of the High Court dated March 4 the Official Receiver, Mr. A. T. Cheek, has been appointed provisional liquidator of the following six companies.

The Vehicle and General Insurance Co. Ltd.
The World Auxiliary Insurance Corporation Ltd.
Automobile and General Insurance Co. Ltd.
Metropolitan General Insurance Co. Ltd.
Transport Indemnity Insurance Co. Ltd., and
The General and Commercial Motor Insurance Co. Ltd.

On Mr. Cheek's application, the Court has appointed Mr. P. F. M. Shewell of Messrs. Cooper Brothers & Co. of Abacus House, Gutter Lane, London, E.C.2, as special manager to assist him.

All cover under policies issued by these companies is now terminated.

Inquiries on insurance matters should, until further notice, be made at the companies' offices, Argyle House, Joel Street, Northwood Hills, Middlesex (Tel. Northwood 25111).

Big exports win awards for small manufacturers

FIVE UNITED KINGDOM COMPANIES, all of whom increased their exports by 87 per cent inside a year, were presented with the 1971 British National Export Council Awards for Smaller Manufacturers at a ceremony in London last week. Five runners-up in this annual competition, who pushed their exports up by 83 per cent in the same period, received Certificates of Export Achievement. The presentations were made by Sir Peter Allen, chairman of BNEC.

The award-winning companies, whose total overseas sales in the qualifying year ending March 31, 1970, rose from £1.4 million to just over £2.6 million, were: Burlington Fabrics Ltd., Caerphilly, Glamorgan (knitted goods); Dale Electric of Great Britain Ltd., Filey, Yorks. (emergency generating plant); Roy C. King Ltd., Watford, Herts. (watch cases and bracelets); Rothesay Seafoods Ltd., Rothesay, Isle of Bute (fresh and frozen scallops); Thwaites Engineering Co. Ltd., Cubbington, Leamington Spa, Warwicks. (dumpers and diggers).

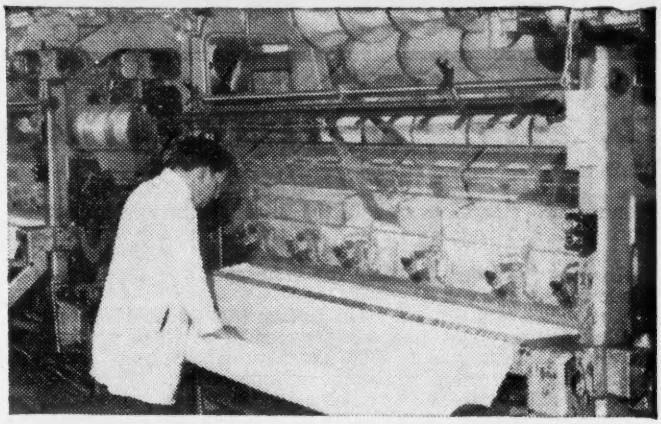
Certificate winners, who increased their export totals from £734,000 to £1,345,000, were: Ayala Designs Ltd., Ickenham, Middx. (pre-fabricated public houses): English Drilling Equipment Co. Ltd., Huddersfield, Yorks (drilling equipment); Marden Edwars and Co., Wimborne, Dorset (wrapping machinery); Rockweld Ltd., Camberley, Surrey (arc welding plant); J. & S. Sieger Ltd., Poole, Dorset (gas alarm systems).

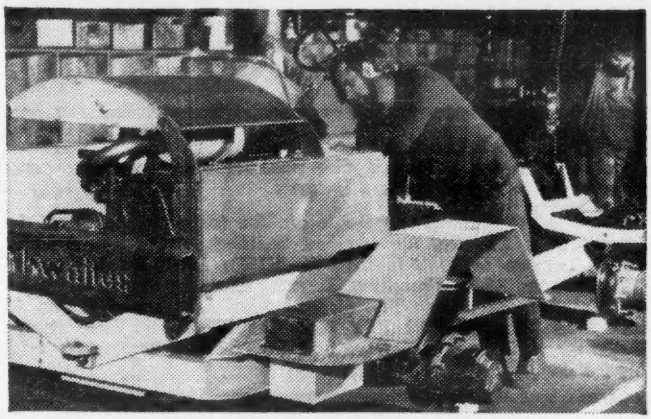
To qualify for the BNEC competition, companies had to employ fewer than 200, and had to be direct manufacturing exporters, with exports worth over £50,000 during the year ending March 1969, and over £100,000 in the qualifying year. Average payroll of the 92 eligible companies was 101, and the total value of their exports during the qualifying year rose from just over £15 million to nearly £23 million. Exports per head averaged £2,443. The smallest firm employed six, the largest 191.

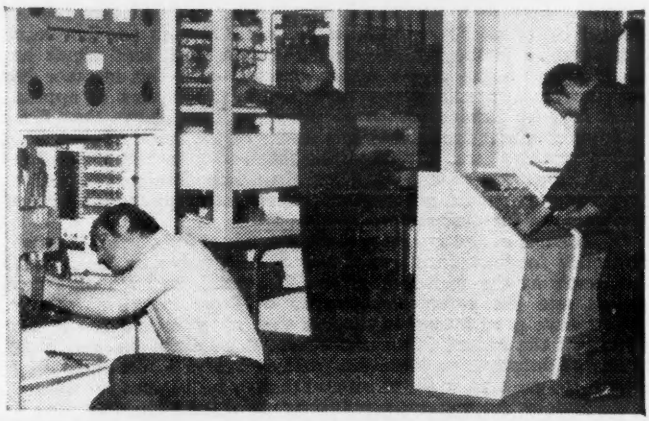
The winners received a trophy bearing the BNEC symbol. In addition, in recognition of the valuable role played by employees in companies' export performance, an employee from each of the award winning firms was chosen to visit the United States and Barbados with his wife, as the guests of BNEC and BOAC. During their visit to the United States, the couples were to visit companies similar to their own.

The judges of the competition were: Mr. W. O. Campbell Adamson, Director General of the Confederation of British Industry; Sir Max Brown, Permanent Secretary (Trade) at the Department of Trade and Industry; Mr. Victor Feather, General Secretary, Trades Union Congress; Mr. Richard Hilary, Commercial Director, British Overseas Airways Corporation and Mr. Peter Tennant, Director General of the British National Export Council.

Products exported by winners of the 1971 *BNEC Awards for Smaller Manufacturers range from knitted goods to scallops. The pictures on the right show, top to bottom: fabric being checked on a warp knitting machine at Burlington Fabrics' Caerphilly factory; dumper vehicle production at Thwaites Engineering, Leamington Spa; control units for electric generating plant being assembled at Dale Electric; scallops destined for Paris sorted at Rothesay Seafoods, Isle of Bute. Below: bracelets being manufactured at Roy C. King, Watford.*







Mr. Ridley introduces new film on advantages of patent protection

INTRODUCING A NEW FILM about the British patent system and the work of the Patent Office at a Press showing of the film in State House, Holborn, London, on March 2, Mr. Nicholas Ridley, Parliamentary Under Secretary for Industry in the Department of Trade and Industry said:

'The Patent Office is currently dealing with about 60,000 patent applications per year. The specifications of accepted applications are published under a detailed classification scheme which, with the assistance of the information retrieval services offered by the Office, should enable a vast fund of technological information to be made available to industry in general. Greater use of this information would, I believe, contribute considerably to industrial efficiency by helping to eliminate the duplication of research effort among firms which now unfortunately occurs when ground, already explored by one firm, is gone over again by others.

'TALKING OF PATENTS'

Colour stills from the new film were reproduced on the front cover of last week's *Trade and Industry*.

Copies of the film are available on hire (or purchase) from the Central Film Library, Government Building, Bromyard Avenue, Acton, London, W3 7JB (Tel. 01-743 5555); The Scottish Central Film Library, 16-17 Woodside Terrace, Charing Cross, Glasgow, C3 (Tel. 041-332 5413); The Central Film Library of Wales, 42 Park Place, Cardiff, CF1 3PY (Tel. Cardiff 28066). Hire charge £1.60p for a 16mm print for the first day (reduced charges for additional days).

'The annual input of patent applications to the Office has increased by about 50 per cent in the last 10 years and has more than doubled in the last 20 – an increase in work load which has taxed the resources of the staff concerned – and this increase has been due almost entirely to a rapid rise in the number of applications filed by foreign industrial concerns. This shows that firms in other countries are increasingly aware of the value of protecting their inventions here. It is important that our home based industries should be no less patent conscious than their foreign competitors and that they should not neglect proper patent protection abroad as a back-up for their export efforts.

'The details of the system and the procedure for obtaining patent protection for inventions are, of course, well known to the initiated few, such as the members of the Chartered Institute of Patent Agents and the patent departments of large industrial groups, but we have good reason to suppose that, notwithstanding the long history of the Patent Office and efforts to publicise its services by means of informative literature, patents are still something of a mystery to the man in the street and the typical engineer or scientist in the factory. An inaccurate public image of the Office may well be created by newspaper cartoons depicting a waiting room where cranky inventors sit with weirdly-shaped parcels in their laps.

'The main objective of the film is, therefore, to promote greater public awareness of the patent system and, more particularly, to draw the attention of medium and smaller size industrial concerns to the advantages of patent protection and the way in which the services of the Patent Office may be utilized not only to obtain such protection but also to obtain technological information in various fields. The Department intends to publicise the film and promote its use, and to this end the film is available from today from the Central Film Library on its usual terms. The film will also, incidentally, be used in connection with recruitment of University graduates as examiners in the Patent Office.

'Thanks are due to all who have contributed to the making of this film: the Chartered Institute of Patent Agents; the National Reference Library of Science and Invention; and the firms who accorded the producers filming facilities, in particular Metropolitan Plastics Ltd., of St. Mary Cray and Teleflex Morse Ltd., of Basildon. Finally I must of course thank the Central Office of Information and RHR Film Productions who made the film.'

Mr. Nicholas Ridley, Parliamentary Under-Secretary of State, introducing the new film 'Talking of Patents'.

The Patents (Amendment) Rules 1971

THE PATENTS (AMENDMENT) RULES 1971, which were published on February 26, increase the fees due on or after June 1, 1971 in respect of filing a complete specification, sealing a patent, renewals and other patent matters. The application fee is not increased.

The fee payable for sealing a patent in respect of which the complete specification was accepted on or after March 1, but before June 1, 1971, and the renewal fee in respect of any year beginning on or after June 1, 1971, are increased on March 1, 1971.

Copies of the new Rules (SI 1971 No. 263) may be obtained from the Patent Office, Orpington, Kent, BR5 3RD, from the Sale Counter, Patent Office, 25 Southampton Buildings, London, WC2A 1AY, and from HMSO at the usual addresses, price 7½p, by post 10p.

The Trade Marks (Amendment) Rules 1971

THE TRADE MARKS (AMENDMENT) RULES 1971, which were published on February 26, increase the fees due on or after June 1, 1971 in respect of registrations, renewals and other trade mark matters. Fees for the renewal of the registration of a trade mark, and continuance fees, paid in advance in respect of any period beginning on or after June 1, 1971 are increased on April 1, 1971.

Copies of the new Rules (SI 1971 No. 261) may be obtained from the Patent Office, Orpington, Kent, BR5 3RD, from the Sale Counter, Patent Office, 25 Southampton Buildings, London, WC2A 1AY, and from HMSO at the usual addresses, price 10p, by post 12½p.

The Designs (Amendment) Rules 1971

THE DESIGNS (AMENDMENT) RULES 1971, which were published on February 26, increase the fees due on or after June 1, 1971 in respect of applications, extensions of copyright and other designs matters. Fees for the extensions of a copyright period in a design paid in advance in respect of any period beginning on or after June 1, 1971 are increased on March 1, 1971.

Copies of the new Rules (SI 1971 No. 262) may be obtained from the Patent Office, Orpington, Kent, BR5 3RD, from the Sale Counter, Patent Office, 25 Southampton Buildings, London, WC2A 1AY, and from HMSO at the usual addresses, price 7½p, by post 10p.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). The department has 20 local offices in various parts of the United Kingdom.

Consideration of merger by the DTI

THE DEPARTMENT of Trade and Industry announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965.

Proposed merger involving The British Land Company Ltd., Haleybridge Investment Trust Ltd. and Regis Property Holdings Ltd.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949, the following patents were endorsed 'Licences of right' on the date specified.

Number	Grantee	Subject-Matter
	January 14, 1971	
805,249	General Airline & Film Corporation	Catalytic reduction of aromatic dinitre compounds
1,098,481	Terence John Joseph Pendle	Decorative panels
1,103,524	Instituto de Angeli, S.p.A.	Tertiary (1-naphthyl)-alkylamines
1,110,264	Creed & Company Ltd.	Receptacles for the cuttings or punchings from perforating or punching machines
1,146,688	Rotary Hoes Ltd.	Copying attachment applicable to a lathe
1,152,425	Leslie Pott	Piston type internal combustion engines
1,164,528	Polymer Corporation Ltd.	Polymer compositions
1,196,009	Societe Nouvelle des Ateliers de Venissieux	A coupling for connecting two rail vehicles and intermediate bogie
1,202,857	Ateliers de Construction de Compeigne	Stone-cutting machine employing disc saws
	January 18, 1971	
847,858	Standard Telephones & Cables Ltd.	Housings for submarine cable repeaters
1,021,779	Standard Telephones & Cables Ltd.	Electrical resistor
1,045,002	Standard Telephones & Cables Ltd.	A.C. line regulators
1,163,083	Standard Telephones & Cables Ltd.	Four terminal network
1,177,623	Standard Telephones-& Cables Ltd.	Production of metallic compacts
1,082,702	Paillard S.A.	Case-shift mechanism for the type bars of a typewriter
1,093,636	Paillard S.A.	Production of shifted in phase sinusoidal voltages
1,095,689	Paillard S.A.	Tubular needle, chiefly for writing with a jet ink
1,111,485	Paillard S.A.	Supplying electric signals controlling indicating means
	January 20, 1971	
1,042,056	George Joseph Brown	Selection playing devices
1,083,439	Paillard S.A.	Kinematographic camera adapted to co-operate with a source of light
1,090,511	Paillard S.A.	Kinematographic apparatus with a rotary mirror-carrying shutter
1,099,518	Paillard S.A.	Kinematographic apparatus
1,105,407	Paillard S.A.	Cinematographic or photigraphic
1,112,827	Paillard S.A.	Arrangement controlling the rewinding of a spool
1,118,980	Paillard S.A.	Light intensity measuring device in the objective-lens of a filming apparatus
	January 21, 1971	
1,072,050	Roger Max Paul	Hydraulic reciprocation pumps
1,120,327	LTV Aerospace Corporation	Autothrottle
1,125,494	Bernhard Upmann	Machine for filling, sealing and separating bags
1,159,568	Cincin Gyogyszer-es Vegyeszeti Termeke Gyara Rt.	Fermentation process for the production of prinycin
1,095,802	Regie Nationale des Usines Renault	Torsion springs
1,167,649	Regie Nationale des Usines Renault	Devices for indicating the operating condition of a plurality of working parts, circuits or apparatus
856,920	Shawinigan Chemicals Ltd.	Emulsions
874,130	Shawinigan Chemicals Ltd.	Copolymers
920,760	Shawinigan Chemicals Ltd.	Polymerization
1,022,159	Standard Telephones & Cables Ltd.	Loudspeakers
1,050,387	Standard Telephones & Cables Ltd.	Loudspeakers
1,115,302	Standard Telephones & Cables Ltd.	Methof mounting semiconductor devices

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

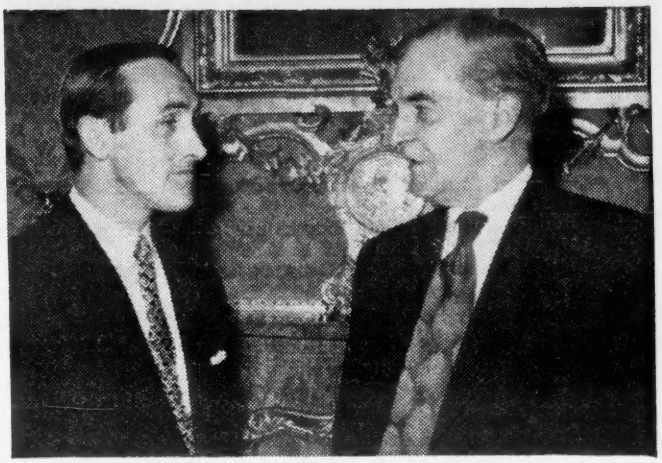
E. ARMITAGE
Comptroller

The Patent Office

'Case Studies in Export Organisation'

'CASE STUDIES in Export Organisation' is the title of a new book, published on March 5 for the Department of Trade and Industry by Her Majesty's Stationery Office. Written by Andrew Duguid and Professor Elliott Jaques of Brunel University, the book is intended for everyone seriously concerned with exporting.

It will be of particular interest to senior management and to teachers and students of the subject.



Dr. Walter Marques, Secretary for Economic Affairs from Angola, who is visiting Britain meets his host Mr. Michael Noble, Minister for Trade, Department of Trade and Industry at a luncheon at Lancaster House.

Recognizing that good organization is vital for successful exporting, the book shows how 11 varied firms grappled with their organizational problems at home and overseas.

By analysing some of the major issues it should help many other firms to reassess their own problems and so to improve their export performance.

'Case Studies in Export Organisation' is published by HMSO, price 65p net.

The Duke of Edinburgh's Design Prize

THE COUNCIL of Industrial Design announce that the Duke of Edinburgh has decided to change the name and scope of his annual prize for design. For 12 years the Prize has been known as The Duke of Edinburgh's Prize for Elegant Design. From 1971 onwards it will be known as The Duke of Edinburgh's Design Prize (the first winner of which will be announced in May), but from 1972 onwards the award will be governed by the new conditions.

The main change is that from 1972 onwards the panel of judges will each year examine a different, broadly defined category of industry in order not only to rotate the award more fairly, but also to challenge various groups of industry in turn to set new standards. Four broad areas of industry have therefore been chosen in the following order to allow for different periods of industrial gestation:

1972 Tableware, Giftware and Jewellery
1973 Interior Furnishings
1974 Technical Equipment and Domestic Appliances
1975 Outdoor Equipment and Leisure Goods

The judges under Prince Philip's chairmanship will continue to look for elegance, economy and efficiency among other attributes in the winning designs, but they will also attach special importance to improvement. They will look for products or ranges of products that make distinct contributions to their own industries.

Although the judges will be asked to look first at products in the annually specified categories, they may exceptionally make an additional award outside an annual category if some especially brilliant design comes to light, recognition of which should not be postponed.

No changes will be made in the other conditions governing the Prize. It will go to a British designer (the maker of the successful product will in future also receive a CoID Design Award) and it will be to the value of £100, the winner being invited to design or commission his own prize to be presented in the following year; the judges, two of each sex, will each serve for three years, their appointments being staggered to provide change with continuity; the presentations will usually be made in the month of May.

Inquiries from designers and manufacturers seeking further details of the new scheme will be welcomed and should be addressed to: Mr. Dan Johnston, Head of Industrial Division, Council of Industrial Design, 28 Haymarket, London, S.W.1.

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place in the lists of Dealers in Securities under Section 3 of the Act:

Licensed Dealers

Additions

Associated Japanese Bank (International) Ltd., 29-30 Cornhill, London, E.C.3

Earnings (Finance) Ltd., Pinners Hall, Austin Friars, London, E.C.2

Fox-Pitt Kelton Inc., 3 St. Dunstans Lane, London, E.C.3

Change of Name and Address

Eurodeal Ltd., has changed its name to Western American Eurodeal Ltd., and its address is now 18 Finsbury Circus, London, E.C.2

AUTHORIZED UNIT TRUST SCHEMES

The following amendments have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1970 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Kleinwort Benson Unit Managers Ltd., 20 Fenchurch Street, London, E.C.3	Kleinwort Benson Unit Fund	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3
Bridge Trust Management Company, Ltd. Canoe House, Monument Street, London, E.C.3	Bridge Income Unit Trust	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3
Bridge Trust Management Company, Ltd. Canoe House, Monument Street, London, E.C.3	Bridge Capital Unit Trust	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3
Key Fund Managers Ltd., 31 Throgmorton Street, London	The Key Income Fund	General Accident Fire and Life Assurance Corporation Limited, General Buildings, Perth
M. & G. Securities Ltd., Lee House, London Wall, London, E.C.3	The M. & G. Japan & General Fund	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3

Changes:

The name of the managers of E. P. Growth Fund has been changed from Fordham Unit Trust Managers Ltd., to E. P. Fund Managers Ltd.

The entry for Trust of Bank Shares should be deleted.

The entry for Scotbor Balanced Fund should be deleted.

The Trustee of Dragon Growth Trust has been changed from Barclays Bank Trust Company Ltd., to Lloyds Bank Ltd.

Import licensing for Eastern Area horticultural products

NEW LICENSING ARRANGEMENTS for imports from Eastern Area countries of fresh shallots, dry-bulb onions and fresh tomatoes came into force on March 1.

Under the new arrangements fresh shallots and dry-bulb onions from Eastern Area countries may be imported under Open General Licence between March 1 and July 31, and fresh tomatoes between November 1 and March 31 of the following year. Outside these periods imports of these vegetables will continue to be subject to quantitative controls with separate quotas for individual countries.

Background notes

The Eastern Area comprises the following countries: Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Romania, The People's Republic of China, The Republic of Mongolia North Korea and North Vietnam.

In 1970 imports from the Eastern Area compared with the rest of the world were as follows:

	Eastern Area	Rest of the World
Dry-bulb and fresh shallots	£743,000	£12,634,000
Fresh tomatoes	£345,000	£27,833,000

Quantitative restrictions are applied on imports of these vegetables only from the Eastern Area; imports from the rest of the world enter the United Kingdom without restriction under the Open General Licence.

Before March 1, 1971, imports of these vegetables from the Eastern Area were subject to quantitative control throughout the year. Within the overall quotas there were limits to the amounts to be imported in a period based on the domestic home season; in the case of onions and shallots this period was August to November and in the case of tomatoes April/May (according to country) to October.

These new arrangements are designed to maintain and extend the control on imports during the United Kingdom home season, but to liberalize the controls outside these periods.

Imports under Open General Licence will not count against individual country quotas.

The Import Duties (Temporary Exemptions) (No. 2) Order, 1971

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 2) Order, 1971, (S.I. 1971 No. 273).

This Order provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty, and those listed in Schedule 2 shall continue to be exempt from import duty, both until January 1, 1972, except for items for which an earlier day is specified.

The Order comes into operation on 4 March, 1971, and has been published as Statutory Instrument 1971 No. 273.

Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1 and branches (price 5p) or when postal services are resumed, by post from HMSO, PO Box 569, London, S.E.1 (price 7½p).

Applications for temporary exemption from import duty

THE DEPARTMENT of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

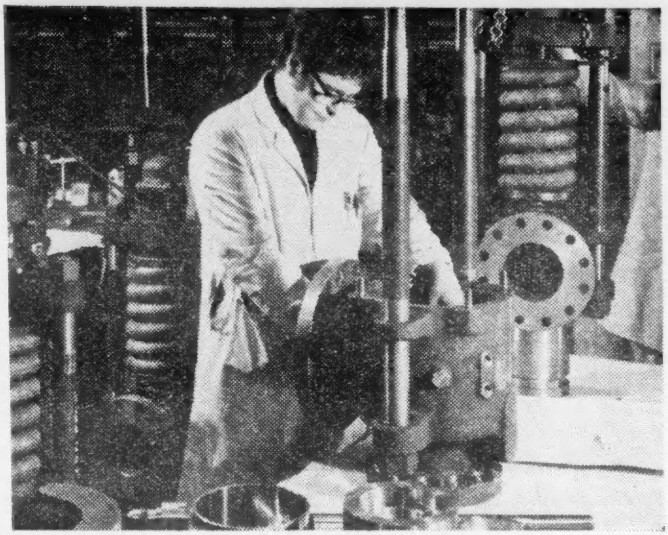
Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 24.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
10.05	Flat white maize	As in previous column	December 31, 1971	10666
29.04	2-Methylpropan-2-ol	Tertiary butyl alcohol	December 31, 1971	13553
29.05	*P*-Menth-1-en-4-ol	4-hydroxy-1-methyl-4-isopropyl-cyclohex-1-en	December 31, 1971	13556
29.14	3-Chlorobenzoic acid	As in previous column	December 31, 1971	13554
	Methyl chloroacetate	As in previous column	December 31, 1971	6971
29.35	Doxapram hydrochloride	Doxapram hydrochloride monohydrate	December 31, 1971	13573
29.44	Colistin sulphate	As in previous column	December 31, 1971	11603
	Colistin sulphomethate	As in previous column	December 31, 1971	2922

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2, 258 Broad Street, Birmingham 1; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.



An operative at the Skelmersdale, Lancs., works of Dewrance & Co. Ltd., assembling a Maxiflow safety valve of a type currently being supplied to the power generation industry for pressures of up to 3,000 psi. The valve shown is one of a batch of 30 for Electricité de France.

Assistance with industrial training in Development and Intermediate Areas

FROM MARCH 1, 1971 the full range of assistance provided by the Department of Employment to firms in Development and Intermediate Areas will be made available in the areas of the following Employment Exchanges:

Edinburgh, Portobello, Bridlington, Filey, Oswestry, Okehampton and Tavistock.

One scheme is firmly linked to the creation of additional jobs in the designated areas. Firms moving into or expanding in these areas may be given weekly grants towards the cost of training workers for new jobs. Grants are paid for agreed periods necessary for the workers to acquire the basic skills and knowledge for their particular jobs. Weekly rates of grant are £10 for men, £7 for women, £5 for boys and £4 for girls.

Other measures under this scheme include grants towards the cost of renting temporary accommodation for training purposes in advance of the occupation of a permanent factory; free Training Within Industry (TWI) courses for supervisors, and instructor techniques courses; free services of Departmental instructors to organize the training of new workers in semi-skilled engineering and certain other work.

Another scheme is designed to help the old unemployed man or woman to be reabsorbed into employment. Grants are payable to all employers in the designated areas prepared to train and continue to employ men or women aged 45 or over who have been registered as unemployed for at least eight weeks. The rate of grant is £10 and £7 a week for men and women respectively for an agreed period between two and 26 weeks to cover basic training in a particular job. This scheme is not limited to new and expanding firms.

Full details of the two schemes may be obtained from any employment exchange.

Background notes:

The intention of designating seven further Intermediate Areas was announced by the Chancellor of the Exchequer in the House of Commons on February 18, 1971, following the Government's review of regional development needs.

Under powers derived from the Employment and Training Act 1948, the Department of Employment is enabled to extend the assistance with training for firms in designated areas to the new Intermediate Areas in anticipation of legislation.

The purpose of the first scheme mentioned in the press notice is to encourage the provision of additional jobs of reasonable permanence in Development and Intermediate Areas. It has been in operation since September 1964, when the administration of grants towards training expenses for firms in Development Districts was taken over by the then Ministry of Labour from the then Board of Trade. The scheme was extended to the Intermediate Areas on September 1, 1969. Since the inception of the scheme over £10 million has been paid out in grants.

The scheme to assist the older unemployed came into operation only on January 1, 1971 and its purpose is to give men and women aged 45 and over who have been unemployed for a substantial period, a better chance of getting jobs that are available.

It is confined to the Development and Intermediate Areas as experience has shown that it is the older workers in those areas who, when they lose their jobs, are most likely to suffer prolonged unemployment.

New industry for Abercarn

THE DEPARTMENT of Trade and Industry have granted a licence to Pleck Tyre Service Ltd., of Walsall to take occupation of their vacant factory at Crumlin, Mon., in the Special Development Area. The licence has been granted in contemplation of their purchasing the property from DTI at a price to be negotiated.

Pleck Tyre Services Ltd., is a private company which was established some four years ago and is now among the largest retailers of tyres in the country. They are also manufacturers of remould tyres and were recently successful in obtaining a large contract from one of the national oil companies. The factory at Crumlin will be used to augment their existing facilities at Walsall, Birmingham and Stoke.

Employment will be provided almost immediately for some 40 people, most of whom will be men, and further expansion of the labour force is contemplated in the longer-term.

The company have also applied to the Department of Trade and Industry for financial assistance to establish the project in the Special Development Area.

Background notes:

The factory is of some 9,000 sq. ft. and stands on a site of two acres at North Road, Crumlin, Mon. It was built in 1948 by the Welsh Industrial Estates Corporation on behalf of the Board of Trade.

The Department of Trade and Industry can assist projects in the Development and Intermediate Areas by the provision of financial assistance under the Local Employment Acts and, in appropriate cases, by the provision of factory premises.

Anti-freeze project will provide forty jobs

HOLT PRODUCTS LTD., of Croydon, manufacturers of car care chemicals, are to build a new factory of 40,000 sq. ft. at Barry, Glamorgan. The development at Barry will first be concerned with the packing of anti-freeze from raw materials landed at Barry docks. Later, Holts plan to fill other of their products and will develop a canning facility available for oil companies and other specialist chemical manufacturers.

Initially employment will be provided for about 40 people but this is expected to increase when the factory is fully operational and new product lines have been introduced. Holt Products have applied to the Department of Trade and Industry for a building grant to assist in establishing the project in the Welsh Intermediate Area.

U.S. firm in Belfast to provide 200 new jobs

RIC-WIL (UK) LTD., a subsidiary of Anvil Industries of Ohio, United States, and specialists in the manufacture of insulated steel piping for underground district heating systems, plans to more than double its labour force and treble production under a major expansion programme in a new factory in Belfast. The plant was officially opened on February 12.

Ric-Wil set up in Northern Ireland four years ago, and in the past two years has increased production by 40 per cent and built up a labour force of over 100. When full production is achieved in the new 62,000 sq. ft. factory, the labour force will have been increased by almost 200, most of the new jobs being for men.

This expansion by Ric-Wil, one of the 35 American-controlled companies operating in Northern Ireland, is based on an anticipated increase for underground community heating in the United Kingdom and Europe where the system is regarded as being in its infancy.

Low cost automation centre

ANOTHER LINK in a national network of low cost automation centres officially opened at Kingston, Surrey, on March 8. The Centre at Kingston Polytechnic, Canbury Park Road, Kingston, will assist industry in the application and use of low cost automation techniques and also provide short instructional courses.

A three day exhibition from March 8-10 marked the official opening of the Centre. At the exhibition, 18 firms demonstrated low cost automation equipment. There was also a programme of lectures and films on specialist low cost automation techniques throughout the exhibition period. The exhibition included equipment for automatic assembly, parts feeding, automatic inspection and pneumatic controls.

Low cost automation techniques can lead to a reduction in manufacturing costs, increased output, improved quality and reliability, reduced operation effort and fatigue, and safer working conditions.

Background note:

The manager of the L.C.A. Centre, Mr. E. Rulton, was appointed last May to establish the Kingston centre, which is now fully operational. He is already working on the production problems of local firms.

Cost of corrosion estimated at £1,365 million annually

THE COMMITTEE on Corrosion and Protection whose report to the Secretary of State for Trade and Industry was published on March 4 (HMSO), price 80p (16s.) estimates the annual national cost of corrosion at not less than £1,365 million and considers that £310 million could be saved by making more effective use of existing knowledge.

The committee was set up under the chairmanship of Dr. T. P. Hoar, Department of Metallurgy, University of Cambridge, by the former Ministry of Technology in March, 1969.

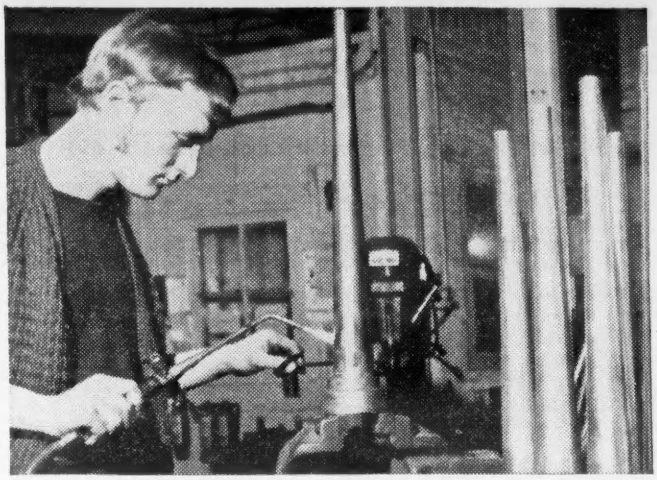
Two examples are cited where a relatively small investment would lead to a large overall saving. In the case of car exhausts, the committee found that the replacement of an unprotected mild steel exhaust system with one made of a more suitable material (such as aluminiumized steel) could result in an annual saving of £55 million.

Calculations based on the cost of a modified water treatment indicated how a relatively small expenditure by one organization could avoid the need for very high expenditure elsewhere.

Apart from the national cost and the possible savings, the committee noted three findings which stand out above all others (i) the need for better dissemination of information on corrosion and protection, (ii) the need for more education in corrosion and protection, and (iii) the need for an increasing awareness of the hazards of corrosion.

The committee recommended that:

(a) a National Corrosion and Protection Centre should be established which should be complementary to existing organizations, and should encourage the practical application of new and existing knowledge. In addition to giving advice and information, the centre should co-operate with appropriate existing organizations to improve education and should undertake test work.



Special-purpose copper hose nozzles, destined for Zambia, being fabricated at the Hull factory of Humber Brass & Copper Works Co. Ltd., a subsidiary of the Pegler-Hattersley group. Hand-made from 10-gauge copper, the long venturi-shaped cone gives the special characteristics necessary for their application on high-pressure hoses used for locomotive boiler maintenance.

(b) Undergraduate and professional courses for engineers, designers and architects should contain specific reference to the subject. Short specialized courses should be provided for those in industry and there should be wider acceptance of technicians qualifications.

(c) There should be more research on protection (rather than corrosion) and co-operation and exchange of information between various research bodies should be encouraged.

(d) Co-operation between the learned societies should be encouraged.

In a foreword to the report, the Department invite comments from industry and interested parties. These should be sent to the Department of Trade and Industry, Industrial Technologies Branch (M4) Abell House, John Islip Street, London, S.W.1.

Background note:

Thirteen bodies most immediately effected by the findings and recommendations of the Report have agreed that it is important to have a full public discussion of the report. The Institution of Mechanical Engineers in conjunction with these other bodies are therefore holding a two-day conference to discuss the implications of the committee's report. This will be held on April 20-21 and will be opened by Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Trade and Industry.

Seminar on industry and the EEC

A SERIES OF NINE seminars on industry and the Common Market which starts on March 10 will bring continental experts, including several top EEC men, to London to talk with British businessmen. The seminars will look closely at the unfinished business in the EEC,

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particularly the Brussels Commission's ambitious proposals for a European Industrial Policy which could be of key importance in assessing the 'dynamic' advantages of EEC membership.

These proposals cover *inter alia* the supression of a long list of non-tariff barriers to trade, the simplification of cross-frontier business links, and the encouragement of cooperation in advanced technology. The seminars will also look at manpower trends, regional policy, capital markets and banking services for industry and the value added tax. The seminars are organized by Federal Trust with support from the CBI.

More information: Diarmid McLaughlin, Federal Trust, 12a Maddox Street, London, W.1 (Tel. 493-5311).

Sir John Eden praises research on waste paper utilization

THE STUDIES at the Paper Industries Research Association aimed at reducing imports through finding better ways of using waste paper, were commended by Sir John Eden, Minister for Industry, on March 1. Sir John, who was speaking at the Golden Jubilee Banquet of the British Waste Paper Association, said that these studies were especially helpful, and that the general dialogue between Government and industry was an essential element in identifying the obstacles to growth in the economy.

He went on: 'If we can get expansion again, this will also have an immediate impact on the demand for paper and board. At the moment the industry is, I know, going through a difficult time. Ministers have recently met deputations from paper mills which have been forced to close down, and will shortly be meeting a trade union deputation to discuss the longer term future of the paper and board industry.

'It cannot, I am sure, be easy. But if the industry can continue to adapt itself to changing conditions, it will secure its place in what is, in the longer term, an expanding market. In all this I am sure, also, that the BWPA will continue to play a most important part.'

Major study on use of science and technology manpower

THE MOST comprehensive study† ever prepared of the numbers, employment and migration of persons with qualifications in engineering, technology and science (QSEs) in Great Britain was published on March 9 by the Department of Trade and Industry.

It gathers together data from the manpower surveys and Censuses of Population into an inter-related system of stocks and flows and takes the statistical work referred to in the 1965 report on QSEs (Cmnd 3103, para 33).

In 1968 there were just over 400,000 QSEs in Great Britain, of whom one-half were qualified in science and one-half in engineering. There were just under 350,000 QSEs in the economically active stock (i.e. excluding those who were retired, on post-graduate study, or otherwise not seeking employment); 185,000 or 53 per cent held engineering qualifications. The number of QSEs out of employment in 1968 is estimated at 4,140 or 1.2 per cent of economically active stock.

The complex inter-relationship of stocks and flows is outlined in the study. The active stock for QSEs qualified in science has increased by 5½ per cent per year over the period compared with 4½ per cent for those qualified in engineering and technology – the difference between the two largely explained by migration. These growth rates are higher than the rate of growth of the economically active population as a whole. This is reflected in the density of QSEs per 100 of the employed work force which rose from 0.9 to 1.4.

For the first time it is possible to see migration in relation to stock. The estimates are revised and extended to include categories outside the consideration of the Brain Drain Report. During the period there was a net gain from migration of QSEs who qualified in science, while those in engineering and technology showed a net loss. The effect on total stock is a small net gain from 1959 to 1966, reversed to a net in 1967 when emigration rose to a peak. The outward flow of engineers decreased in 1968 from 6,200 to 4,900, but that of scientists increased, reaching nearly 5,000 in 1968.

In 1968, about 35 per cent of QSEs were in employment in manufacturing compared with 38.5 per cent in 1959. A higher proportion of these were qualified in engineering (representing 44 per cent of the total active stock as compared with 25 per cent of those employed in science). Education employed just over 20 per cent of QSEs (slightly more than in 1959). Most of these were qualified in science (representing 36 per cent of total active stock compared with only 7 per cent in engineering). An interesting feature is the very rapid increase of employment of QSEs in the service sectors (e.g. commerce and consultancy).

Within manufacturing the largest increase in employment of QSEs was electrical and electronics: 6 per cent per year. This is compared with 3½ per cent in other mechanical engineering, just under 3½ per cent in chemicals and a reduced number in aircraft.

The density of QSEs per 100 of the employed work force vary between industries. In chemicals it rose from 3.4 to 4.7, in electrical and electronics from 2.2 to 3.0. In aircraft, where the fall in QSEs was accompanied by a fall in total employment, the density remained stable. It is interesting to note that a large part of the increases are QSEs reported in technician posts, defined as intermediate between professional and craft posts.

The Report is in four parts, the first consisting of charts and summary tables which show the changes in the national stock of qualified manpower, the numbers in employment overall and the main sectors of the economy in which they are employed.

The second part describes the flows of QSEs and estimates the most likely value of total stock in Great Britain in the years 1959, 1962, 1965 and 1968, given the two census points 1961 and 1966. The conceptual basis of the analysis and the procedures used to obtain estimates of new supply, migration and deaths are also described, and an analysis is given of the net changes in the numbers of QSEs over a period.

The third part describes the statistical procedures adopted to link the data from the population census of people with scientific and technological qualifications with those from the employer-based surveys. It gives a series of employment statistics for 12 groups of manufacturing industries and for 11 other sectors of the economy. Additional tables are included to show the way that these qualified persons are distributed over the economy; the growth in employment between 1959 and 1968 and the numbers per 100 employees 'density', industry by industry.

The fourth part is devoted to the 1968 employer-based manpower survey. It describes the survey methodology and grossing-up procedures, the results being given in 27 detailed tables. One separate set of tables is devoted to employment in all sectors; the other two give details for manufacturing and for public corporations. Statistics of technicians are also given. The appendix describes how the coherent system of statistics provides the basic data for a set of manpower flow models for the 400,000 QSEs in Great Britain.

† 'Persons with Qualifications in Engineering, Technology and Science 1959 to 1969' are available from HMSO (price £2.25 net).

Official appointments

THE SECRETARY OF STATE for Trade and Industry has authorized the following appointments.

EASTERN GAS BOARD

Mr. W. Gerard Daroux to be a part-time member of the Eastern Gas Board. Mr. Daroux, who is a consultant, was formerly with Courtaulds Ltd., and was seconded to the National Coal Board for two years in 1967 to direct their char briquetting operations.

SOUTHERN GAS BOARD

Mr. A. P. Coldrick to be a part-time member of the Southern Gas Board.

SOUTH WESTERN GAS BOARD

Mr. W. T. C. Miller to be a part-time member of the South Western Gas Board. Mr. Miller is managing director of Normalair-Garrett (Operating), Ltd., Yeovil.

UKAEA

Mr. R. V. Moore to be a full-time member, and Professor Sir Brian Flowers a part-time member, of the United Kingdom Atomic Energy Authority for periods of five years and two years respectively from March 1.

Aviation and Shipping

Tokyo—a distinct stage in shipping policy development

MINISTERS RESPONSIBLE for shipping in 12 maritime countries† met in Tokyo at the beginning of February to review developments in the international scene in the past five years. This was the latest in a series of meetings, last of which took place in Oslo in 1966. Earlier conferences had been concerned with defending the freedom of shipping; at the same time Ministers had, throughout the 1960's, pioneered the development of new forms of relationships both between shipowners and between them and their customers – the shippers. The new arrangements, for conciliation in case of disputes between shipping lines and for consultation between the lines and shippers, were designed to foster freedom with responsibility.

Developments in the past five years had radically altered the environment in which their shipping industries operated. Liner conferences and the services provided by liner shipping had come increasingly under attack and been subjected to criticism from the developing countries – particularly in the United Nations Conference on Trade and Development (UNCTAD). At the same time, some countries, particularly in South America, had developed systematically their policy of reserving proportions or categories of their trade to ships of their own flag and of compelling liner conferences to reorganize themselves so as to allocate cargoes on this basis. These and other developments, such as the growing size of merchant fleets registered under flags of convenience, had been taking place at a time when the techniques and economics of world shipping were themselves being fundamentally transformed through a vast investment in the new systems of bulk transport of unit loads. These systems, loosely described as 'containerization', minimize handling at ports and have the potential of converting a very high proportion of world trade into a combined door-to-door operation for through-transport by land and sea, matched at each end to the industrial systems of the consignor and recipient of the goods.

A Tokyo series of resolutions was adopted by Ministers for their future policy. These resolutions reaffirmed their basic conviction that shipping could operate most efficiently and economically, in the interest of world trade as well as in its own interest, if it was free from artificial constraints imposed by governmental regulation, by allocation of cargoes according to flag or by restriction on the flexible development of new techniques. At the same time the Ministers emphasized their continuing concern to ensure that liner conferences should not only observe but be seen to observe the highest possible standards of good practice.

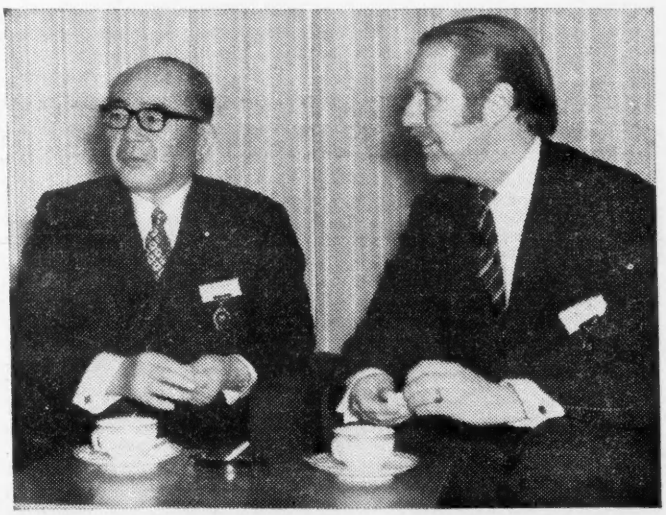
There are thus two sides to the policy enunciated in the decisions addressed to the shipowners at Tokyo: freedom for shipping to operate commercially without damage to the economic basis of its operation and the obligation to show that they are attaining the highest practical standards in the operation of liner conferences and in their service to world trade. In other words, Ministers are looking to their shipping lines to show that liner conferences are operating to their satisfaction, and are hoping that as a result confidence in liner conferences will be greatly strengthened.

†Belgium, Denmark, Finland, France, Germany, Greece, Italy, Japan, Netherlands, Norway, Sweden, United Kingdom.

'Prescription for self-regulation'

The most significant means to this end is the concept of a code of conference practice. As an idea this has been circulating internationally for many years, and it acquired renewed currency and support from the report last year to the then President of the Board of Trade of the Committee of Inquiry into shipping under the chairmanship of Lord Rochdale. The Rochdale Report, which was the fruit of nearly three years of thorough and systematic examination of the position and problems of the United Kingdom shipping industry in its domestic and international contexts, recommended the adoption by shipowners of a code of conference practice as 'a defined prescription for self-regulation.' This approach is embodied in the resolutions adopted by Ministers at Tokyo, who have asked the shipowners in their countries to prepare during the present year a code for their consideration and have recommended certain guidelines or principles to be used in its formulation.

These principles are designed to strengthen and extend the arrangements for consultation between the conferences and shippers and the machinery for conciliation in the case of disputes between conferences and lines applying for conference membership, as well as to make their tariffs publicly available and to publish annual reports about their activities. The code will thus



Mr. Anthony Grant (right), Parliamentary Under-Secretary of State for Trade is pictured in Tokyo with Mr. T. Hashimoto, Japanese Minister of Transport and chairman of the conference.

build on and consolidate the progress made over the past decade in breaking down unnecessary secrecy in conference operations and in creating a continuing relationship between the conference lines and the shippers whose trade their ships carry. The code when it has been formulated to the Ministers' satisfaction is intended to be a responsible and commercially practical answer to problems which some governments have tried to resolve by regulation, an attempt that the 12 governments are agreed in regarding as detrimental both to shipping and to trade. It will not be a static code of universal application; the intention is that it should be flexible so that it can be applied, with the co-operation of the lines of the various flags concerned, to the differing situations of particular trades and adaptable so that it can be responsive to changes in the nature of world shipping and the requirements of world trade. In the first instance it is intended that the shipping lines of the 12 countries will work for its adoption in the conferences of which they are members and which serve the import and export trades of these countries.

Flag discrimination

The other main part of the Tokyo decisions was the resolution adopted on flag discrimination. This resolution expressed concern at the increasing application of measures by some governments to give preference to ships of their own flag and to reserve parts of their trade to their flag, practices that led to increased costs of transport and to reduced standards of service to shippers. The Ministers willingly recognized the legitimate wishes of developing countries to build and expand their merchant fleets and to enable them to play a bigger part in the carriage of sea-borne trade on a competitive basis. They agreed that these aspirations would be best realized if developing countries, instead of limiting the freedom of shippers to use the ship of their choice, were to aim at establishing and operating their shipping on a competitive and economically viable basis, and they agreed to consider requests for financial and technical assistance for this purpose sympathetically.

They also agreed that they would be ready to discuss with a government of a developing country problems arising in development of its liner services with a view to enabling a satisfactory solution to be found consistent with the interests of all concerned. The aim would be to avoid any cargo-sharing agreement between governments, to preserve access to outside competition and to facilitate a settlement to all concerned on a commercial basis. The Ministers hoped that conflict with the developing country involved would thus be avoided, but they reserved their freedom to adopt any counter-measures necessary as a last resort if their efforts to achieve a satisfactory solution failed.

Decisions were also taken on three other aspects of international shipping. The Ministers expressed regret that they had not yet succeeded in overcoming the problems arising from regulation of shipping by the United States. Indeed this was now being extended into two new areas, as the Federal Maritime Commission was concerning itself with the inland stages in other countries of combined transport by containers and was tending to regulate ocean rates. Ministers agreed that they would try again to reach an understanding with the United States Government that would make it possible for problems of joint interest to be settled through joint discussion instead of by unilateral action. On the second aspect, Ministers decided that the nature and extent of problems presented by the increasing use of flags of convenience should be examined, with the aim of recommending possible solutions. Thirdly they agreed that the rapid development of new systems of through-transport of unit loads, such as containerization, should be examined so that it could be kept under review without prejudicing the free and flexible development of such new techniques.

The Tokyo conference marked a distinct stage in the development of the shipping policy of the 12 governments. It enabled Ministers to review their past decisions in the light of the many rapid and radical changes of the past five years and to restate their fundamental principles in forms applicable for the future. They agreed to meet again in The Hague towards the end of next year, in the belief that they had found a basis on which international shipping could continue to evolve and which they would wish to keep under review from time to time.

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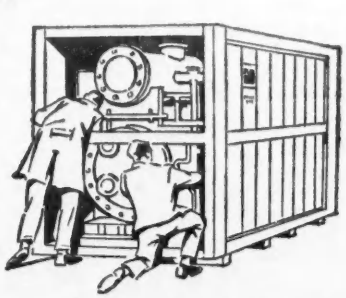

Third airport—the Government will listen carefully to all arguments

—Mr. Michael Noble

THE REPORT of the Roskill Commission shows clearly that its members recognised that the conclusion to which their work seemed to lead would not be a popular one, said Mr. Michael Noble, Minister for Trade, opening the House of Commons debate on the report on March 4.

'Everyone concerned, I am sure, hoped that their conclusions, when it came, would be acceptable to the vast majority of people. If this does not appear to be so today, I hope that they may draw some comfort from one of my hon. Friends who said to me that the fact that he totally rejected their conclusion did not in any way diminish his admiration for the way in which they had done their work and presented their report. The Government decided that they must give Members of both Houses a chance to study the report and then to have a full debate about it. Neither I nor any of my colleagues concerned with this problem have made up our minds. We want to listen to the voices and have time to study any new points which may emerge.

'We in this House have had the opportunity of listening to or reading the reports of the debate in another place, and I thought it would help the House if I concentrated on the civil aviation problems which have been thrown up in the debate while leaving my right hon. Friend the Secretary of State to deal with the cost-benefit analysis arguments and those matters falling within the planning and environmental areas.

'First and foremost, this is a human problem, not only because it is primarily with passenger traffic that we are concerned, but especially because one of the most important of all the factors we have to consider is the impact of noise from modern aircraft on the community. This is not only a question of the areas which will be affected by the new aircraft, but also of the noise levels round existing airports, at Heathrow, Gatwick, Luton and Stansted.

'In the last nine months the volume of correspondence and the number of meetings in the Department of Trade and Industry has left no Minister in any doubt about this. The choice and timing of a new airport is closely linked in my mind with a sincere wish to provide some alleviation to people in these areas at the earliest practicable time.

'I might at this point mention that the noise impact must be considered not only in relation to people living in the nearby vicinity of the airport, but also in relation to people who live at some distance from it but who are over-flown by aircraft which have not achieved a height sufficient for their noise to be dissipated. It is these reasons, as well as the others in the report, which compel me at this stage to question seriously the possibility of doing without a third London airport. In this I am comforted by the unanimous view of the Roskill Commission.

The economic factors

'Secondly, there are the economic factors. Tourism is a vital British industry, inwards for so many foreigners who flock in increasing numbers to enjoy the skill of our forebears in preserving the best of our past in architecture, history and tradition, and outwards with the increasing millions of British people who seek holidays and relaxation in sometimes hotter or sunnier parts of the world. The great majority of our business men who maintain the vast trade of the country do so by air and we export, as the House knows, four times as high a proportion of our manufactured goods as does the United States.

'The net balance of receipts from our air services alone is £38 million a year. Each of these facts makes it unthinkable that we should as a nation decide to put the clock back and cut our use of air travel as a matter of policy. "Stop the world I want to get off" is as impossible for a modern industrial nation as for the passenger on a BOAC flight half-way across the Atlantic.

'On the economic side, it is right to give very serious thought to the viability of the new airport as an investment. If the final site, wherever it may be, has some disadvantages, the greatest effort must be made to overcome these, not only for the comfort of the passengers but for the acceptability that will flow from this for both airlines and airport.

'I now come to the interesting possibilities which can be injected into the problem of the third London airport by the development possibilities of STOL or VTOL aircraft. Let me say straight away that a myth is growing that there has been a new or dramatic change in this direction since the Roskill Commission was set up. There has, I believe, been none. The Roskill Commission was given every piece of information available to the Ministries concerned and in addition it received evidence from the manufacturers. Military fixed-wing VTOL aircraft are already in existence and many hon. Members will have seen the Harrier in action for some time at the Farnborough Air Show. While it is hard to foretell the future most experts believe that the development of VTOL for civilian purposes is likely to take longer than STOL. It is therefore mainly with STOL aircraft that the case has been put forward, notably by the noble Lord, Lord Beswick, in another place, for very serious consideration as to whether a third London airport is really necessary.

STOL potential

'Enough studies have been made of this type of aircraft to show the potential it could have to solve a number of the problems which face civil aviation. The shorter runway needed, the possibility of quieter engines, the better noise shadow are all attractive features. Whatever decision may be taken on the third London airport, it is important for these studies to be continued with vigour. We do not know, and at this stage can only make "guesstimates" of, the cost of such a project, the price of the aircraft, or the operating costs, all of which would be critical for the airlines which would be the purchasers. We can continue to study the air traffic control problems, which do not at this stage look too difficult, and the other operating problems which could be involved in what would be a new system of air transport. All these important studies can and should continue.

'We must realise, however, that these aircraft would be relatively small – probably 100-seat aircraft – and probably short-haul aircraft. To a considerable extent, therefore, they may tend to create traffic rather than replace the larger wide-bodied aircraft.

'Whatever the outcome of these aircraft and their development over the next decade, it would, in my view, be most dangerous to gamble that they can alter the situation before 1985. I accept that it is far less risky to believe that they may make a very distinct difference by the decade after that. Therefore, such developments could mean that not all the four runways which the Roskill Commission was asked, in its terms of reference, to study would prove necessary. This is an interesting field for speculation. It is however, speculation and it would be difficult to justify picking a site which could not satisfactorily be developed to provide four runways simply in the hope that things would change so as to make no more than two runways necessary .

'It is right to consider the second part of this argument. It is said that STOL makes the building of a new London airport unnecessary. It is suggested that by a combination of a new runway at Gatwick, possibly a change of use at Stansted, increasing use of Luton, the bringing in of a STOL runway at Heathrow and the development of the airport at Lydd, or elsewhere on the coast, the situation could be held until the date when STOL was ready for full operation. It is argued that this would save the cost of the third London airport.

'But all these costs at Gatwick and elsewhere need to be studied, and they will not be inconsiderable. These proposals, even if they should in the end prove attractive, would entail greater noise than otherwise at the existing airports. All in all, we would be taking a considerable gamble on the success of a quite new type of aircraft which seems likely to be able to serve only a limited part of the market. In my present state of knowledge, I do not regard the V/STOL and the third London airport as rivals. I believe that they are complementary and that both may be needed for the future of civil aviation.

Door-to-door time

'A fair weight of argument has taken place about the journey times to or from the various sites. This can be psychologically important, but I urge the House not to be blinded by these times alone. Many hon. Members will have wasted hours circling over Kennedy Airport and very many minutes being held in the stack over other busy airports. It is the door-to-door time which is the most important factor and not the time spent in the air and on the ground at either end of the journey.

'If that is the critical factor, both the success of air traffic control systems and the new development perhaps of faster trains could have a most important bearing. I hope, however, that Members will not make the error of believing that the speed of these trains is the whole answer, as the frequency of the service is equally critical for door-to-door times. We are living in an age of very rapid technological change, but so far no modern airport has been able to rely wholly on rail services.

'There are those who have regretted that the Roskill Commission was not asked to study a national airport plan rather than, in its terms of reference, "an airport to cater for the growth of traffic at existing airports serving the London area." To such people I simply say this: in practice it would have made very little difference. I know that there are suspicions about the exact way in which some of these questionnaires are put and answered, but the inescapable fact remains that all the serious airport congenstion is in serving the London area. Although the demand in the North and Midlands may well increase in the next decade, so will demand in the South-East, although perhaps less fast, and 50 per cent of the travellers to London Airport are from overseas who like to start their tours from and, after I hope a good tour round Britain, generally finish them at London. No juggling with the figures will, I suspect, do more than alter the emphasis at the margin.

'The House from time to time has had reason to be sceptical about estimates of growth of demand in various fields, but it is noticeable that all our experience shows that in the passenger traffic field they have been consistently under-estimated.

'There are two other purely civil aviation matters which I should perhaps mention – the possibility of quieter engines for the next generation of aircraft, and the question of freight. Air freight is increasingly a subject which adds to the pressure on airports just as it becomes a more acceptable method of moving goods for export of high value or special importance. 13 per cent of our exports by value leave the country by air. It is tempting to suggest that all freight should leave the country from airfields elsewhere than in London in order to help relieve the pressure, but 40 per cent of the freight passing through London airports is currently carried in passenger aircraft. This enables the aircraft lines to provide a more frequent freight service and to more destinations.

'A lot is being done on quieter engines. The 747 is noticeably quieter that the 707 and helps in reducing the number of aircraft needed to carry a given traffic of passengers. But, with all that can practicably be done, I see no alleviation in the next five to 10 years. I read the speech of the noble Lord, Lord Kings Norton in the other place. He has a great knowledge of these affairs, but he said that the big change in quieter engines would come in the next two decades.

'I have tried to reasonably brief and, without bias in any of the four directions, to set out some of the considerations which any thoughtful person must balance. I hope that in this way I shall have helped the debate. Let us not forget that the four sites finally chosen by the Roskill Commission were chosen after carefully studying a total of 80. Each Member may have his views, but each of the sites has come through numerous very careful processes of sifting. It is for the Government to make the final decision which, if any, will be selected. We shall listen with the greatest care to the arguments put forward as the investment needed is no small matter and the effect on many thousands of people will inevitably depend on our decision. This is no light task.'

Appointments to Northern England Advisory Committee for Civil Aviation

MR. JOHN DAVIES, Secretary of State for Trade and Industry, has reappointed the chairman, the Lord Crathorne, and the following members of the Northern England Advisory Committee for Civil Aviation for a further period until December 31, 1972.

E. Armstrong, C. Crosthwaite, W. B. Fenwick, A. Hallsworth, H. Loebl, H. P. Martin, M. O. Pease, Councillor T. P. S. Prudham, Alderman Dr. H. Russel, Sir S. A. Sadler Forster, Dr. P. W. Reynolds, G. N. F. Wingate.

Background note:

The Advisory Committee has the statutory function of advising the Air Transport Licensing Board on licensing matters for air transport services under 'A' or 'B' licences (mainly scheduled services and inclusive holiday tour traffic) to or from Northern England, and the non-statutory function of considering and advising the Department of Trade and Industry on any other matters within, or which may affect, Northern England. The Department of Trade and Industry is responsible for the appointment of members of the Committee who are not appointed as representatives of any special interest but are drawn from industry, commerce, local government and trade unions so as to provide a wide background knowledge of the Committee's area and its problems.

Appointments to North West England Advisory Committee for Civil Aviation

MR. JOHN DAVIES, Secretary of State for Trade and Industry, has appointed Dr. L. H. A. Pilkington as chairman of the North West England Advisory Committee for Civil Aviation until December 31, 1972 to fill the vacancy created by the resignation of Mr. F. A. Grout who is taking up an appointment in South Wales. Dr. Pilkington, who is the senior technical director of Pilkington Brothers, has been a member of the North West Committee since August 1966.

The Secretary of State has also re-appointed the following members of the North West England Advisory Committee for Civil Aviation until December 31, 1972.

Alderman Sir Lionel Biggs, Alderman David Cowley, Alderman Joseph S. Richardson, Alderman J. Selwyn-Jones, Dr. D. A. Harper, G. H. Kenyon, E. Vincent Miller, E. J. Adams, S. Glasstone, G. M. Sugden.

Background note:

The Advisory Committee has the statutory function of advising the Air Transport Licensing Board on licensing matters for air transport services under 'A' or 'B' licences (mainly scheduled services and inclusive holiday tour traffic) to or from North West England, and the non-statutory function of considering and advising the Department of Trade and Industry on any other matters within, or which may affect, North West England. The Department of Trade and Industry is responsible for the appointment of members of the Committee who are not appointed as representatives of any special interest but are drawn from industry, commerce, local government and trade unions so as to provide a wide background knowledge of the Committee's area and its problems.

Changes in timing of BBC weather broadcasts to shipping

CHANGES IN THE timing and duration of some of the BBC Weather Broadcasts to Shipping on Radio 2 come into force from 00.30 BST Saturday, April 3, 1971.

The revised times (all BST) will be:

00.30 hours
06.30 hours
13.55 hours (11.55 hours on Sunday)
17.55 hours (instead of 17.57 hours and lasting for five minutes).

These changes are promulgated in an Admiralty Notice to Mariners. They have been introduced as a result of suggestions put forward by the shipping industry and by yachtsmen.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'In London, I suppose, we may find every book that should be found anywhere' – James Boswell.

Whether or not these words were true when Boswell wrote them in the late 18th century, as far as modern science and technology are concerned the NRLSI makes every effort to make them true today. In the Library's two Divisions, over 23,000 current periodicals, 100,000 books and 11,000,000 patent specifications are kept freely open to the public without formality. In 1969, over 150,000 visits were made to the Holborn Division, where most of the technological literature is housed, and over 200,000 items were photocopied. Many thousands of requests for bibliographic assistance and technical data were answered by phone, telex and letter. The NRLSI's services are available to all those concerned with scientific and technological progress. Do your staff make enough use of them? For details write to the Keeper, NRLSI, 25 Southampton Buildings, London, W.C.2 or telex 266959.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, FEBRUARY 26

Pneumoconiosis

A Member asked for an expression in percentages of the total work force in the coal mining industry of the number of miners certified as suffering from pneumoconiosis for the years 1960 to 1969 inclusive. Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry said that the following percentages had been calculated using (a) the total number of National Coal Board employees in the coal mining industry at September 30 in each year and (b) the numbers of employees and former employees of the coal industry certified under the National Insurance (Industrial Injuries) Act in each year.

1960	0.05
1961	0.44
1962	0.36
1963	0.39
1964	0.22
1965	0.19
1966	0.20
1967	0.16
1968	0.20
1969	0.18

MONDAY, MARCH 1

Trade with African countries

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, gave the following information to a Member who asked for a comparison between the level of British imports and exports of the Portuguese African colonies, Rhodesia and South Africa and those of the rest of Africa:

	United Kingdom imports	United Kingdom exports
	£ million	£ million
Portuguese Africa, Rhodesia and South Africa	273·1	361·5
Other African countries (including South-West Africa Territory)	708·9	448·0

Mr. Grant was also asked what was the estimated value of Commonwealth preferences to South Africa and the reciprocal advantages to the United Kingdom in the last year for which figures were available. He said that the latest figures for individual countries were for 1961 (United Kingdom exports) and 1962 (United Kingdom imports); they were published in the *Board of Trade Journal* of June 11, 1965 and December 31, 1965 respectively.

Asked what was the balance of payments and the balance of trade between South Africa and the United Kingdom in each of the last five years; and the comparable figures for the other States in Africa, Mr. Grant said that the information required was not available; in particular, the difference between figures of imports cif and exports fob was not a good measure of the visible trade balance because, *inter alia*, of the difference in the bases of valuation.

Monopolies Commission

Answering a suggestion that the manufacture of mecury cell batteries for hearing aids and hospital communicating systems should be referred to the Monopolies Commission, Mr. Ridley said he would bear the suggestion in mind, along with other industries which satisfied the statutory criteria for reference to the Monopolies Commission.

Electricity charges

Mr. Ridley was asked what means he used to inform the East Midlands Electricity Board of the Government's wish to limit any increase in the domestic tariff for electricity to 12 per cent, and what effect he expected the authorities to have on the commercial and industrial tariffs for the area and the competitiveness of industry in the East Midlands, and also for full details of the advice given to the East Midlands Electricity Board about the relationship between domestic tariffs and industrial and commercial tariffs to be charged by the Board. Mr. Ridley said: 'There is continuing consultation between the Government and the Electricity Council on prices as on all major issues and the East Midlands Electricity Board, which consulted the Council on proposed tariff changes in the normal way, fixed its new tariffs in the knowledge of the Government's view that in present circumstances domestic price increases should be kept to the minimum.'

New Zealand flax

A Member asked what consideration was being given by the Department of Trade and Industry to the use of phormium tenax or New Zealand flax as a replacement for manila pulp in paper-making. He said: 'The present usage of manila pulp is very small. A project for developing the use of phormium tenax for pulp manufacture has however been put to the Department and we are considering what advice should be given.'

Sale of gas-cooled reactors

A Member asked how many advanced gas-cooled reactors had been sold abroad; and what had been the other benefits of the advanced gas-cooled reactors development programme in terms of overseas business. Mr. Ridley said: 'No reactors of this type have been sold abroad to date. Licences for the system have, however, been taken out by German and Japanese firms, and development of AGR technology has been instrumental in securing overseas business in oxide fuel manufacture, reprocessing and ancillary equipment.'

Imports of cars

Mr. Ridley told a Member that the numbers of motor cars made in Italy, Germany and France imported into the United Kingdom in 1960, 1965 and 1970 were 56,000, 37,000 and 112,000 respectively.

Industrial development

Questions were asked about industrial development in Derbyshire, the Northern Region, Wales, Scotland and London.

Industrial Liaison Scheme

A Member asked what was the amount of grant given to the Industrial Liaison Scheme for 1969-70 and the amount proposed for 1970-71 and 1971-72; and what approximately was the amount of the benefits which industry had received during the same period. Mr. Grant answered: 'The amount for 1969/70 was £209,000; the amounts estimated for 1970/71 and 1971/72 are £250,000 and £270,000 respectively. In a written answer to the hon Member for Birmingham, Northfield, on December 16, 1970, I said that no calculation of the overall benefit to industry of the Industrial Liaison Centres had been made by the Department. This applies to each of the three years specified.'

Special Development Areas

Asked if the provision of advance factories in the newly created special development areas would now be authorized, Mr. Grant said: 'There are a number of advance factories available in the new Special Development Areas and others are under construction. It would be preferable to see more progress in disposing of these before we undertake further building.'

Harland and Wolff Ltd.

Answering questions on the future of Harland and Wolff Ltd, Mr. Ridley said: 'Harland and Wolff have received from the Shipbuilding Industry Board £8 million in loans and £6,762,578 in grants including grants in relief of loan interest under Section 5 of the Shipbuilding Industry Act.

'The Government wishes to see a viable shipbuilding industry in Belfast with an associated high level of employment and is considering how this might best be achieved. Complex problems are involved which require careful study, but we hope to be in a position to make a statement in the near future.'

In reply to a further question, Mr. Ridley said: 'The Government wishes to see a viable shipbuilding industry in Belfast with an associated high level of employment and is considering how this might best be achieved. The proper protection of public loans to Harland and Wolff is being borne in mind. We hope to be in a position to make a statement in the near future.'

Pneumoconiosis in Yorkshire

Answering a question on the figures for the last 10 years of people certified to be suffering from pneumoconiosis in the Yorkshire coalfield; and what percentages those figures represented of the total men employed in that coalfield, Mr. Ridley said: 'The first column shows the number of employees and former employees of the coal industry in the North Yorkshire, South Yorkshire, Doncaster and Barnsley Areas of the National Coal Board who were certified under the National Insurance (Industrial Injuries) Acts in each year; the second column shows these numbers as percentages of the total numbers of National Coal Board employees in the coal mining industry in these Areas at September 30 in each year.

1960	647	0.50
1961	605	0.48
1962	518	0.41
1963	721	0.59
1964	283	0.24
1965	199	0.17
1966	222	0.21
1967	180	0.17
1968	169	0.18
1969	160	0.18

Imports of butter and cheese

Mr. Grant was asked how much cheese and butter, respectively, were imported into the United Kingdom from New Zealand in 1970. He answered: '65,000 tons and 156,000 tons respectively. The figures are published in the Overseas Trade Statistics for December 1970.'

WEDNESDAY, MARCH 3

DTI Advisory Services

Mr. Ridley gave the following replies to a number of questions on the future of certain Advisory Services.

Good progress was being made towards the objective that the National Industrial Fuel Efficiency Service should become self-supporting not later than March 1972 when the present grant-in-aid was due to end.

The Group Technology Centre, Blacknest, would be continued to September, 1971. The future of the Centre thereafter was currently under review.

SIRAID was a technical information service of the SIRA Institute, and did not now receive any special support from the DTI; its future was a matter for that Institute.

The Department's three year grant to the Cranfield Unit for Precision Engineering would terminate on March 31, 1971. It was believed that by this date the Unit would become to a large extent financially self-supporting.

As a result of a review in 1970 of the first two years of working of the Centre for Industrial Innovation, Strathclyde, the grant provided by the Department was extended to September 30, 1972. The Centre was expected to become financially self-supporting by this date.

As a result of a review in 1970 of the first two years of working of the Industrial Development Unit, Bangor, the grant provided by the Department was extended to August 31, 1973. The Unit was expected to become financially self-supporting by this date.

The Small Business Centre was a department of the University of Aston in Birmingham and was expected to continue. The Department's grant-in-aid would cease in March 1971.

The Advisory Service on Special Glasses was set up in 1968 to assist users to specify requirements and locate suitable sources of supply for the less common types of glass. It had been used mainly by firms in the optical instrument and electronics industries and by Government Departments. In the 2½ years since its inception it had dealt with approximately 200 inquiries.

The DTI was terminating its agreement with the Hatfield Polytechnic for the running of the Numerical Optimization Centre at the end of March 1971 but some terminal financial support would continue until the end of September. It was understood that the Polytechnic intended to seek authority and resources to continue the Centre from its governing body.

The Numerical Control Advisory and Demonstration Service was terminated on December 31, 1970. The Numerical Control Advisory Service, a continuation of the Advisory element of the former NCADS at the Production Engineering Research Association, would be maintained to June 1971. The future of NCAS thereafter was currently being reviewed.

Mr. Ridley was also asked about the British calibration service, the Physico-Chemical Measurements Unit at Harwell, Interlab, the Materials Technology Bureau at Harwell, the Harwell Ceramics Centre, the Non-Destructive Testing Centre at Harwell, the Isotope Advisory and Experimental Service at Wantage, the Wintech Reports Centre at St. Mary Cray, Heat Transfer and Fluid Flow at Harwell, and the Analytical Research and Development Unit at Harwell.

Mr. Ridley said: 'All these services are under review, together with the other services provided by the Department to help industry, in order to determine whether they are a proper charge on the State and, if so, whether they are cost-effective. I will make an announcement to the House if any significant changes are decided on.'

Harland and Wolff

Mr. Davies, asked to make a further statement about the future of Harland and Wolff, said: 'The Northern Ireland Government are announcing today their intention to provide financial support to this company under its present ownership but with a considerably strengthened management. Details of the financial support to be provided will be announced by the Northern Ireland Government in due course.

'The United Kingdom Government accept that this provides the best prospect of restoring the yard to viability, providing a stable source of employment in Belfast. The Northern Ireland Government are making it clear that once this support has been provided there can be no question of further continuing support from public funds. We fully agree with this attitude. The yard has now facilities equal to any in the world and it must rest with the company, its management and labour force together, to make full and effective use of these facilities so as to restore the yard to prosperity.'

Beer glasses

Mr. Ridley was asked if steps would be taken to make the use of over-sized marked half-pint and pint beer glasses mandatory in public houses so as to enable landlords to secure full measure and to obviate the use of overspill. He replied: 'No. Licensees are at liberty to use over-sized marked beer glasses if they and their customers prefer them, but I would be very loath to introduce any compulsion.'

Industrial development

Mr. Grant answered several questions on industrial development in Hull.

THURSDAY, MARCH 4

ex-Ministry of Technology redundancies

Mr. Ridley was asked to announce the numbers of redundancies resulting from actions of the Government in areas formerly covered by the Ministry of Technology. He said that some staff from those areas of the Ministry of Technology incorporated into the Department of Trade and Industry has been redeployed, but none had been made redundant.

British consultants overseas

A Member asked about DTI policy in encouraging the activities of British consultants overseas. Mr. Grant replied that the normal Governmental export promotion facilities were available to consultants and that the Department made a small grant towards the administrative costs of the supplementary facilities offered by the British Consultants Bureau.

Trade Descriptions Act

An inquiry about the local authorities which had successfully undertaken prosecutions under the Trade Descriptions Act, 1968, indicating the number of prosecutions in each year since the passing of the Act, was answered by Mr. Ridley, who said: 'I regret that this information is not readily available, but there have already been over 2,000 prosecutions under the Act.'

Anglo-Romanian trade talks

Mr. Noble was asked what negotiations were taking place with Romania related to the importation of agricultural products. He replied: 'The annual trade talks with Romania have just been concluded in Bucharest. Details of the quota levels for certain goods still subject to quantitative import restrictions are set out at the end of this answer. The quotas include increases amounting to £1 million for

(*Continued on next page*)

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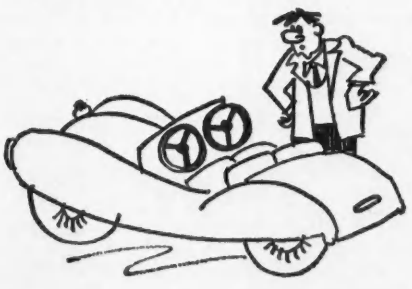

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PARLIAMENTARY ANSWERS, *continued*

agricultural and horticultural products which the former Administration undertook to afford to Romania in recognition of the importance of our exports to that country including valuable irrigation projects. For that reason increases in the quotas for imports from Romania are naturally higher than in any former year and higher than any increases for imports from other Eastern Area countries.

'It is the Government's policy, in line with the general practice of other Western countries, progressively to relax the discriminatory quantitative restrictions applied against the Eastern Area countries while ensuring that United Kingdom interests, particularly in agriculture and horticulture, do not suffer material damage as a result of imports from those countries. Quota levels for each country are reviewed annually. We maintain a close watch on the nature and phasing of imports and stand ready to take quick and effective action against any dumping which threatens or results in material injury.

'It is our general policy that where goods subject to import quotas are included in compensation trade contracts they must be accommodated within existing quota levels. Any proposals for exceptions to this policy will be strictly strutinized in the light of all interests concerned.

'Following are the details:

Romanian goods for import into the United Kingdom during the period October 1, 1970-September 30, 1971.

Pork meat including offals and organs	P.M.
Bacon	1,500 tons (†)
Canned pigmeat (other than ham and pork loin)	£250,000
Canned ham and pork loin	£650,000
Pork sausages (including canned)	£40,000
Poultry	P.M.
Fully cooked poultry (including canned boneless poultry)	£30,000
Fresh vegetables, not elsewhere specified, being asparagus; beans, green; beetroot; broccoli and cauliflowers; brussels sprouts; carrots; celery; cucumbers (other than gherkins); herbs; lettuce and endive; mushrooms; peas, green; potatoes; radishes; spinach; turnips	1,565 tons
Onions and shallots (between August 1 and February 28) (‡)	1,500 tons
Fresh tomatoes (between April 1 and October 31 (‡)	1,325 tons
Dehydrated and dried vegetables, not elsewhere specified, being asparagus; beans, green; beetroot; broccoli and cauliflowers; brussels sprouts; carrots; celery; cucumbers (other than gherkins); herbs; lettuce and endive; mushrooms; onions (dry bulb) and shallits; peas, green; radishes; rhubarb; spinach; turnips	£610,000
Dehydrated and dried potatoes	£25,000
Frozen vegetables; being any of the vegetables specified in Quotas 11 and 12	85 tons
Canned vegetables, being any of the vegetables specified in Quotas 11 and 12	£250,000
Onions, pickled or in brine	£80,000
Fresh fruits, being apples; cherries; currants; gooseberries; loganberries; pears; plums; raspberries; strawberries (of which not more than 60 tons for apples and pears, of which not more than 15 tons to be imported between July 1 and December 31)	1,500 tons
Dried fruit being any of the fruits specified in Quota 16	£50,000
Frozen fruit, being any of the fruits specified in Quota 16 (of which not more than 50 tons for blackcurrants, 50 tons for raspberries and 50 tons for strawberries)	350 tons
Pulp and fruit puree of any of the fruits specified in Quota 16 (of which not more tha 165 tons for strawberry, 90 tons for raspberry and 100 tons for blackcurrant)	2,350 tons
Juices and syrups of apples, blackcurrants and pears	£70,000
Canned fruit, being of any of the fruits specified in Quota 16 (of which not more than £25,000 for strawberry and raspberry and £5,000 for blackcurrant)	£275,000
Jams and jellies of apple; cherry; currant; gooseberry; loganberry; pear; plum; raspberry; strawberry (of which not more than 1,080 tons for strawberry, raspberry and blackcurrant)	2,700 tons
Butter	2,820 tons
Crawfish tail frozen or in brine	£20,000
Cheese	£125,000
Transistorized radio receivers, television receivers and radiograms	£200,000
Electronic valves, tubes and semi-conductors	£75,000
Tableware of china, porcelain or earthenware	£175,000
Christmas tree decorations of glass	£15,000
Cotton and man-made fibre fabrics (of which not more than £30,000 for cotton)	£220,000
Hosiery and knitwear (other than gloves)	£1,250,000
Leather and reversed lambskin gloves	£40,000
Other clothing excluding clothing wholly or mainly of lace or lace net of which not more than £75,500 for cotton clothing)	£800,000
Linen tea towels and towelling	20,000 sq. yds.
Manufactures of linen, other than tea towels and towelling not elsewhere specified	£10,000
Manufactures of hemp	£15,000
Blankets of man-made fibre and cotton, containing not less than 51% by weight of man-made fibre and blankets of man-made fibre and wool containing not less than 60% by weight of man-made fibre	£95,000
Textile handicrafts (other than clothing)	£20,000
Matches	£10,000
Enamelled hollowware	£20,000
Miscellaneous goods	£145,000

P.M. – Pro Memoria
(†) – Period April 1970-March 1971
(‡) – Imports outside this period are free of restriction

Parliamentary answers on aviation and shipping

THURSDAY, FEBRUARY 25

EEC and coastal shipping freight tariffs

Lord Drumalbyn, Minister without Portfolio, was asked whether the EEC transport policy proposed common tariffs for coastal and short sea shipping freight; whether, if so, this would leave the way open for non-community shipping to undercut such tariffs; and what was HM Government's policy in this regard. He replied: 'The common transport policy of the EEC, which requires non-discrimination and the publication of tariffs, has not so far been applied to sea transport.'

FRIDAY, FEBRUARY 26

Holland-Martin Report

Mr. Michael Noble, Minister for Industry, was asked what negotiations he had had with the White Fish Authority on the implementation of the Holland-Martin Report, excluding the recently announced decision to have representatives of the White Fish Authority on the working party considering the radio recommendations of the Holland-Martin Committee. He said that discussions with the White Fish Authority on the Holland-Martin Report had taken place concerning the provision of the support ship; progress on the general implementation of the recommendations; on the training of fishermen; and, at technical level, on research and development. He added: 'We shall be consulting the Authority and others interested further on draft rules and regulations designed to implement the recommendations.'

MONDAY, MARCH 1

Channel shipping accident

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, when asked if he would make a statement on the shipping accident in the Channel, gave the following information: 'The motor vessel "Niki", registered in Greece, foundered off the mid Varne buoy on the evening of February 27, apparently after collision with the wreck of the "Taxaco Caribbean" or the "Brandenburg". Information was first received by the coast radio station at North Foreland at 8.16 p.m. GMT from the motor tanker "Hebris", which reported seeing a ship sinking, and a few minutes later reported men in the sea. Searching for survivors started immediately, and continued throughout the night and into the following morning. Vessels in the area, RNLI life-boats from Dover and Dungeness, RAF helicopters and a Shackleton were used to search the area thoroughly. No survivors were found, but 10 bodies were recovered. It is understood that the "Niki" carried a crew of 21, and the wife of the Chief Engineer was on board when she left Dunkirk, and I fear that all have lost their lives. I should like to express profound sympathy with their relatives, and also express my thanks to the RNLI life-boatmen and others for their efforts to find survivors.

'The wrecks of the "Texaco Caribbean" and "Brandenburg" were well marked by Trinity House with a wreck vessel and wreck buoys, and navigational warnings have been broadcast to shipping at regular intervals on radiotelegraphy and radiotelephony from coast radio stations at Niton and North Foreland every day since these vessels sank. This accident should therefore not have occurred. However I am examining urgently what further measures might be taken to ensure that no other ships collide with these wrecks.'

Price rises on duty-free goods

Asked if he would issue a general direction to prevent the British Airports Authority from making further price rises on duty free goods, Mr. Noble said: 'No, Sir. Even if this subject were appropriate to a general direction it would not be in the national interest to restrict the Authority's export earnings.'

BEA Highlands and Islands routes

Mr. Noble said, when asked what routes he would approve for British European Airways for the Highlands and Islands when the present Viscount aircraft were phased out, that this would be a matter for the Air Transport Licensing Board or its successor, when the time came. He was aware of no immediate proposal to phase out the Viscount on these routes.

Redundancies at Turnhouse Airport

In reply to a question concerning the estimate of redundancies among staff at Turnhouse Airport in the course of the next two years; and what consultations there had been with the appropriate trade unions on the matter, Mr. Noble said that the transfer of Turnhouse Airport to the British Airports Authority would result in about 10 staff being redundant. The staff associations had been consulted. The aerodrome navigation services would continue to be provided by the National Air Traffic Control Services and no redundancies in this area were envisaged.

International airport in Midlands

When asked whether he would make a statement about the need for a major international airport in the Midlands of England, Mr. Noble said: 'The future development of international airports in the Midlands will be considered in the light of the decision on the siting and timing of the third London airport.

Third London Airport

Mr. Noble was asked whether, in his consideration of the Roskill Commission's Report, he had satisfied himself that all the members of the Commission on the Third London Airport inspected on the ground the villages on the Cublington site. He said: 'The Commission's Report (paragraph 4.30, 13.52 and 13.53) states that all the relevant sites were visited by at least some Members of the Commission both by road and by helicopter.'

Linesman Mediator project

Mr. Noble answered several questions on the Linesman Mediator project. Particular questions concerned the functions of the Euclid system, the Apollo Group, and the Ferranti Hermes computer. In answer to further questions he said that the timing of Mediator 2 would depend on the experience gained in the evaluation and operation of earlier stages. The programme operated to separation standards agreed internationally to maintain safety levels by reducing collision risk. The secondary Surveillance Radar System was extensively used in Mediator for the automatic reporting of aircraft identity and flight levels and should lead in time to a significant reduction in voice communication. Revisions were made to those route structures and procedures associated with the new holding points established at Biggin Hill and Ongar and with the general exploitation of improved facilities. The introduction of the project had not led to any proposals for changes in the existing requirements for the checking of the accuracy of pressure altimeter. The system's ability to respond to traffic demand compared more than favourably with air traffic control systems already installed and operating abroad. The failure rate specified for the system of computers in the Marconi contract was for a failure exceeding 30 seconds duration not to occur more than once in five years. The Mediator Management Organization co-ordinated contact between the DTI and the Ministry of Defence. The current complement for staff at West Drayton for the operation of this stage of Mediator was 847 but it was too early to forecast the eventual requirement.

Mr. Noble was also asked what consideration had been given to the export possibilities and sales of the Linesman Mediator project as a whole and said: 'Many of the component electronic systems which comprise Mediator air traffic control system have been designed both to satisfy our needs and to be saleable elsewhere. As far as can be determined now, the manufacturers concerned have already secured orders of approximately £2,000,000 for equipment available or competitive because of the Mediator contracts. The National Air Traffic Control Service is in regular consultation with foreign ATC authorities on air traffic control processes and equipments and receives frequent visits from them on these topics.'

Answering a question on the estimated cost of the original Linesman Mediator project; Mr. Noble said that Linesman as an air defence project was a matter for the Secretary of State for Defence who had also an interest in the Mediator Air Traffic Control programme. The original Mediator project formed part of an integrated Defence/Air Traffic Control system and its costs were not readily available separately. The current estimate for the ultimate Mediator programme as presently conceived was of the order of £47.5 million.

Mr. Noble was asked to what extent the original concept of the Linesman Mediator project was based upon previous experience accumulated by foreign government projects, particularly in the United States. He said: 'During the formulation of the Mediator air traffic control concept there were, as is normal, two-way exchanges with other countries on related technical matters. Experience and practice in them, including the United States, was taken into account on a number of matters such as radar layout, the application of Secondary Surveillance Radar and data exchange.'

Answering a question on separation intervals for supersonic aircraft, Mr. Noble said that when supersonic aircraft were flying in airspace controlled under the Mediator system they would mostly be flying subsonically and would be given the separation intervals internationally agreed for subsonic aircraft. These varied according to such features as navigational facilities and radar cover. No separation values for supersonic flight had yet been agreed internationally. A meeting of the International Civil Aviation Organization was expected to consider these before the aircraft comes into service.

Mr. Noble was also questioned about representations from the British Air Line Pilots' Association. He said that over the last few months there had been correspondence with the British Air Line Pilots' Association on a number of features in Mediator and also one meeting at which the Department gave a full presentation on the system. The Association's most recent letter dealt mainly with the notification of Flight Level clearances to aircraft and proposed a meeting. The Department's reply described the clearance procedure used, and suggested a general system demonstration.

Answering further questions, Mr. Noble said that 321 air traffic controllers at the London Air Traffic Control Centre had attended familiarization and training courses on Mediator techniques and procedures; that initial teething troubles had caused some delays to airport but the situation was improving; that the cover to be provided by the planned secondary surveillance radar installation in the Scilly Isles was considered adequate to meet requirements in south western approaches; that forecast figures of air traffic were used as part of the basic assessment of future workloads and that workloads expected from particular tasks were studied during simulations of procedures and systems; that primary radar would continue to be a valuable source of information on aircraft positions until secondary radar might become the main source of information in certain parts of the airspace; that future satellite communication systems were being planned to be totally compatible with existing and planned air traffic services; and that there were 36 very high frequency omnidirectional radio ranges (VOR) in operation in Great Britain (plus one each in Northern Ireland, Alderney and the Isle of Man). Of these, 22 had associated distance measuring equipment (DME). Eight additional VOR's and 12 DME's are under consideration or in process of installation. The requirements of the Mediator system were taken into account when VOR/DME's are planned.

(An article on Linesman Mediator was published in last week's Trade and Industry, page 450).

WEDNESDAY, MARCH 3

Aircraft noise regulations

Mr. Noble was asked what further consultations he had held with the Federal Aviation Administration and the state of New York about the possibility of new noise regulations governing supersonic aircraft. He said: 'None, though we are of course in close touch with recent developments over aircraft noise regulations in New York.'

'Cunard Adventurer'

Mr. Grant was asked what extra safety requirements and alterations had been requested by the Department of Trade and Industry before they registered the Cunard Steamship Company vessel the 'Cunard Adventurer' as up to British standards. Mr. Grant replied: 'Cunard requested this Department to survey for a British Class I Passenger Certificate "Cunard Adventurer" which was originally intended for Panamanian registration. Cunard also wished the ship to comply with the latest standards of fire protection for new passenger ships which have been developed in the Intergovernmental Maritime Consultative Organization but which are not yet in force. Modifications have been found necessary and agreed with Cunard on items such as fire insulation, fire detection, integrity of water-tight bulkheads and separation of cold from dry stores.'

Night flights at Heathrow

Mr. Noble was asked to publish in the Official Report a table showing the average nightly total of jet aircraft movements at London Airport (Heathrow) for each quarter of the five years to December 31, 1970.

He gave the following information:

Average nightly† jet aircraft movements‡ at London Airport (Heathrow)

	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
1966	12	14	25	10
1967	11	15	23	14
1968	15	15	19	18
1969	22	15	17	23
1970	24	22	20	22

† Between 11.30 p.m. and 6 a.m. local time
‡ A movement is a take-off or landing.

Air navigation beacon at Stoke d'Abernon

Asked when the air navigation beacon at Stoke d'Abernon would be moved to Wisley, Mr. Noble said it was planned to have a VHF Omnidirectional Radio Range (VOR) installed at Wisley and ready for operational use by the end of August 1971. Distance Measuring with the VOR should be ready in October Equipment (DME) which was to be located 1971.

THURSDAY, MARCH 4

Traffic through London airport

A Member asked Mr. Noble to list the questions asked to determine what traffic, both passenger and freight, at present passing through the London airports, originated in the north of England, in view of representations made by the airlines that only a small fraction of such traffic did so. Mr. Noble said: 'An origin and destination survey was carried out at London area airports in 1968. The report is available in the Library. A report on further surveys carried out at Leeds, Manchester, Liverpool and Blackpool airports during 1970 will be available shortly. These surveys covered a 1 per cent sample of all passengers passing through the airport during the summer months. The questions included:

(a) Which is the last country you have lived in for 12 months or more?
(b) What are the chief reasons for your journey?
(c) Which town or district have you just come from?
(d) Which flight are you now travelling on?

'These surveys are being conducted on a continuing basis and a further six regional airports will be covered this year. All this work is being done on a comparable basis and it is hoped that we shall soon have a complete picture of the pattern of demand for air services in the United Kingdom.'

Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
March 16-18	Heavy duty and road making plant, commercial and private vehicles	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Excavators by Blaw Knox and Ruston Bucyrus; mobile cranes by Coles, Jones, Neals, Ransomes & Napier and Taylor; tractors; loading shovels and angledozers by Caterpillar, Fowler, Michigan, Vickers and Whitlock; graders; rooters; dumpers; fork lift trucks; agricultural tractors; factory trucks; Bedford Fire Tenders with Sigmund pumps, 4 x 2 and 4 x 4 (20 minus bodies) (low mileage); Coventry Climax fire pumps; plant spares; heavy duty trucks and tractors by AEC and Leyland; AEC 'Matadors'; trailers; Diamond 'T' 20-ton tractors; Scammell breakdown trucks; hydraulic tippers (including 10-ton 3-way tippers by AEC); coaches; refuellers; ambulances; saloons; limousines; estate cars and light vans; civil engineering plant; Land Rovers; Minibuses, motor cycles, etc.

March 23-24	Miscellaneous stores	Ordnance Storage and Disposal Depot, Branston, Staffs.	Arnold & Son (Dept. L), 'Modwena', 13 Market Place, Burton-upon-Trent, Staffs. (Tel. 4657.)

PVC plastic sheets 160 ft. by 90 ft. by 0·14 in. thick; generator sets of various sizes; machine tools including centre and capstan lathes, drilling and tapping machines; grinders, pressure die casting plant; vehicle spares; suction and delivery hose; firemen's axes; ropes; scrap metal; clothing and textiles including berets; greatcoats; denims; blue dungaree overalls; raincoats, etc.; tables; chairs; wardrobes; dressing tables and chests; lockers and other items of furniture; miscellaneous electrical and electronic equipment; oscilloscopes; test meters and large quantities of other items of general stores.

March 31-April 1	Miscellaneous stores	County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle, CA1 1SE. (Tel. 26292.)

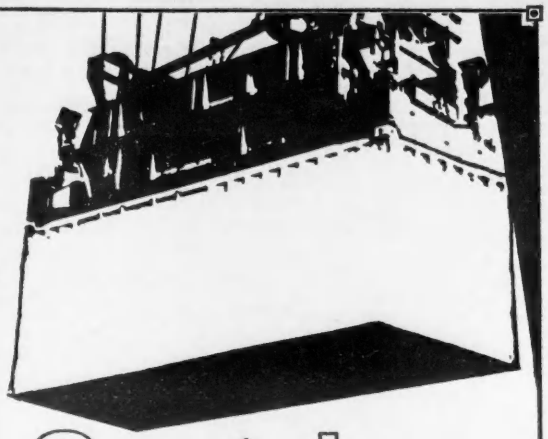
Vehicles including Land Rovers; Morris Mini Minors and 1000 saloons; Morris vans and ambulances; Bedford Fire Tenders with Sigmund pumps; machine tools and hand tools; various engineering tools including vices; hammers; pliers; spanners; taps and dies; miscellaneous electrical items including rectifiers; amplifiers; transformers; control units; capacitors; power units; test sets; receivers; cable; aircraft machmeters; gyro units; drift recorders; altimeters; sighting computers, etc.; sundry items including rubber boots; service clothing; suction hose; webbing equipment; telephone equipment; aerials; rack assemblies; steel cradles; wooden boxes; paints and chemicals, etc.; black PVC sheets 160 ft. by 90 ft. by 0·014 in. thick.

Catalogues of the above sales obtainable from the relevant auctioneers, price 5p, or from Ministry of Defence, Directorate of Sales (Supply), First Avenue House, High Holborn, London, WC1V 6HE, about two weeks prior to and up to date of sale, or from the sale site or major depots on viewing days, which are from five days prior to the sale.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41, Mark Lane, London, EC3R 7HE.

General Notice	
49	Temporary importations: international co-operation
77E	Purchase tax-exports.
77X	Purchase tax - retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorized hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
300	Export reliefs scheduling scheme.
429	Customs export procedure Further relaxation of pre-entry.
466	Export documents and trade statistics.
467	The New Customs Tariff and Overseas Trade Classification.
SN6	Notice to passengers (exchange control and export licensing).
Exchange Control	Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury - also obtained from any bank.)
Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
74A	EFTA drawback: exception of EFTA goods re-exported to another EFTA country.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorization of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.



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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
. . not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1,070	994	944	1,752	Series in £ million			
1965	108	111·7	115	114	105		121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	142	113	103·0	136	140	148	130	130	358	232	26	36
1970		123·8				104·2									51 p
1968 4th quarter	118	122·3	138	138	113	104·1	146	146	160	143	139	116	46	25	20
1969 1st quarter	115	121·8	140	138	111	102·3	133	128	138	135	134	104	105	6	6
2nd quarter	117	123·3	141	141	113	103·7	135	141	147	129	127	80	43	2	—
3rd quarter	119	123·2	143	144	113	103·1	138	146	155	152	128	48	—	8	10
4th quarter	120	123·5	147	146	114	103·0	138	146	153	127	131	126	84	10	16
1970 1st quarter	117	123·7	149	148	114	103·2	131	141	142	115	131	36	32	– 5	41
2nd quarter	120	122·8	154	153	116	104·2	142	150	160	121	137	98	55	12	7
3rd quarter	120	123·9	158	157	117	104·6	139	153	156	132	133	126	42	5	26
4th quarter		125·4 p				104·8									59p
1970 June		123·7				104·7									
July		121·9				104·1									
August		122·8				105·4									
September		124·7				104·4									
October		126·8 p				106·1									
November		126·3 p				103·3									
December		125·8 p				105·0									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports (‖)	Exports (¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112·1	4·8	106·8	104·6	157·9	308	265	24,785	116 r	112 r	– 77
1966	115	116·5	3·9	110·2	107·3	168·5	323	255	24,384	120 r	121 r	43
1967	106	119·4	2·5	108·4	108·2	175·3	512	174	24,475	130 r	120 r	–312
1968	106	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159 r	146 r	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	165	165 r	416
1970	127 p	140·2	6·4	128·4 p	124·5 p	217·5	574	186		181	184 r	631
1968 4th quarter	106	127·2	5·6	120·4	113·1	191·0	532	202	24,348	162 r	154 r	– 63
1969 1st quarter	110	129·7	6·2	122·3	114·1	194·7	532	198	24,364	162 r	153 r	13
2nd quarter	113	131·8	5·4	124·2	115·1	195·6	519	202	24,340	165 r	163 r	76
3rd quarter	115	132·0	5·0	126·1	116·5	197·8	547	200	24,268	165 r	171 r	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	172 r	174
1970 1st quarter	118	136·2	5·0	130·1	120·6	209·0	561	192	24,280	171 r	180 r	215
2nd quarter	122	139·5	5·8	129·2	123·6	213·8	563	187		183 r	183 r	144
3rd quarter	123	141·1	6·9	126·9	125·7	219·0	592	185		178	185 r	76
4th quarter	127 p	144·0	7·7	127·7 p	128·3 p	227·9	581	177		190 r	175 r	196
1970 June	122	139·9	5·9	128·0	124·2	215·3	561	187		187 r	187 r	
July	122	140·9	6·7	127·5	125·0	217·5	593	186		140 r	185 r	
August	123	140·8	6·8	126·1	125·7	219·7	593	184		200 r	140 r	
September	123	141·5	7·0	127·2	126·4	221·0	589	187		194 r	199 r	
October	122 p	143·0	7·4	126·3	127·5	222·4	576	184		192 r	203 r	
November	126 p	144·0	7·9	128·4 p	128·5 p	228·5	579	176		192 r	191 r	
December	127 p	145·0	7·9	128·5 p	128·9 p	232·8	589	171		186 r	204 r	
1971 January		147·0	8·5	127·9 p	. .	236·0	613	157		176 r	176 r	
February							623 p	147 p				

(†) New series covering SIC Orders VII-IX; previous series also incl. ded p art of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowance for factors affecting recording.

United Kingdom balance of payments in the fourth quarter and year 1970

The following is a summary of an article prepared by the Central Statistical Office on the United Kingdom balance of payments. A more detailed discussion of recent trends in the United Kingdom balance of payments will be published in Economic Trends *later this month.*

FOURTH QUARTER

Current balance

The current account is estimated to have been in surplus by £196 million (seasonally adjusted) in the fourth quarter.

The estimated surplus on *visible trade* was £54 million, reflecting the clearing during the quarter of a greater remaining backlog of exports than of imports following the July dock strike.

The surplus on invisibles is provisionally estimated at £142 million. Higher voyage-charter rates for tankers again led to a greater increase in shipping debits than in credits. Earnings from travel continued to grow strongly. Net receipts of interest, profits and dividends, which fluctuate a good deal, were up on the previous quarter.

Total currency flow

There was a total currency inflow in the fourth quarter of £347 million (not seasonally adjusted) following the outflow of £202 million in the previous quarter. Before seasonal adjustment the current account was in surplus by £217 million. There was a small net inflow of £3 million on investment and other capital flows. Thus on present estimates there is a residual positive balancing item of £127 million.

Investment and other capital flows

Scheduled repayments of long-term North American loans were reflected in the net outflow of official long-term capital transactions amounting to £99 million. Private investment transactions (including Euro-dollar borrowing in London for investment overseas) were broadly in balance during the quarter. The increase in export credit outstanding (£125 million) was substantial, though not abnormally so for the fourth quarter of the year. Heavy Euro-dollar borrowing by United Kingdom residents for domestic use was the main factor leading to an estimated inflow of £179 million on United Kingdom banks' foreign currency transactions.

Official financing

In the fourth quarter a small part of the total currency flow was used to finance the United Kingdom gold subscription to the IMF in respect of an increase in quota (the equivalent of £38 million), leaving £309 million available for repayment of official short and medium-term debt or for reserve building. Debt outstanding was reduced by £242 million and the reserves rose by £67 million.

YEAR 1970

Current balance

Over the year 1970 as a whole there was a *current surplus* provisionally estimated at £631 million, compared with a surplus in 1969 now put at £437 million.

There was a further improvement in the *visible balance* in 1970 as a whole, though this was less marked than in 1969. The pattern of the current balance through the quarters of 1970 mainly reflects the course of visible trade, which was distorted by the impact of the July dock strike and the subsequent clearing of the backlog of exports and imports. These distortions are largely avoided by comparing the second half of the year with the first; on this comparison the value of exports (seasonally adjusted) rose by about 3 per cent and the value of imports (seasonally adjusted) by almost 4 per cent, resulting in a deterioration in the visible balance of about £40 million. The growth in the value of exports between the two halves of 1970 was due entirely to higher prices, whilst the increase in value of imports was mostly a consequence of a rise in volume.

On present estimates the growth in the surplus on *invisibles* between 1969 and 1970 occurred in the first half of the year. But the apparent levelling off in the growth of net earnings during 1970 mainly reflects a deterioration in the shipping account offset by a continued growth in net receipts from interest, profits and dividends. Both travel credits and debits continued to grow strongly. The increase in government overseas expenditure on military services arose mainly from increases in pay and the higher costs of BAOR following the German revaluation in 1969.

Total currency flow

There was a total currency inflow of £1,287 million in 1970, £544 million more than in 1969. Some £200 million of the increase was accounted for by the higher current surplus. There was a massive net inflow of investment and other capital flows, estimated at £499 million; in 1969 there had been a small net outflow, estimated at £15 million. The residual positive balancing item was £157 million in 1970, compared with £321 million in 1969.

£ million

	1968	1969	1970	1969				1970			
				1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
A. Current account:	Seasonally adjusted										
Visible trade	− 643	− 141	+ 3	− 127	− 48	+ 35	− 1	+ 58	− 37	− 72	+ 54
Invisibles	+ 337	+ 578	+ 628	+137	+147	+131	+163	+ 157	+181	+148	+142
Current balance	− 306	+ 437	+ 631	+ 10	+ 99	+166	+162	+ 215	+144	+ 76	+196
B. Currency flow and official financing:	Not seasonally adjusted										
Current balance	− 306	+ 437	+ 631	− 24	+153	+136	+172	+ 215	+158	+ 41	+287
Investment and other capital flows	−1,010(†)	− 15	+ 499	+ 72	− 25	− 46	− 16	+ 454	+202	− 160	+ 3
Balancing item	− 94	+ 321	+ 157	+224	− 46	− 137	+280	+ 246	− 133	− 83	+127
Total currency flow:	− 1,410	+ 743	+1,287	+272	+ 82	− 47	+436	+ 915	+227	− 202	+347
Allocation of special drawing rights(+)	—	—	+ 171	—	—	—	—	+ 171	—	—	—
Gold subscription to IMF(−)	—	—	− 38	—	—	—	—	—	—	—	− 38
Total of above	− 1,410	+ 743	+1,420	+272	+ 82	− 47	+436	+1,086	+227	− 202	+309
Financed as follows:											
Official borrowing: drawn (+)/repaid (−)	+1,296	− 699	− 1,295	− 252	− 93	+ 43	− 397	− 1,010	− 193	+150	− 242
Official reserves (drawings on, (+); additions to, (−)	+ 144	− 44	− 125	− 20	+ 11	+ 4	− 39	− 76	− 34	+ 52	− 67

(†) Includes EEA loss on forwards −251.

Trends in invisible transactions

NET INVISIBLE EARNINGS in the fourth quarter of 1970 are provisionally estimated at £142 million, slightly below the revised estimate of £148 million for the third quarter. During 1970 as a whole, net invisible earnings averaged just over £157 million a quarter, some 9 per cent above their 1969 level.

Net earnings generally were less buoyant than in the previous two years, when among other things the effects of devaluation were making themselves felt. The increase in receipts for exports of services was almost exactly matched by an increase in expenditure. Increased net contributions from financial and allied services, and from travel, were offset by deteriorations in the shipping account, due to higher payments for tanker voyage-charters, and to a smaller extent in the civil aviation account. There was some increase in Government expenditure on overseas services.

A relatively small increase in private earnings in the form of interest, profits and dividends was also just about matched by an increase in the corresponding debits. There was however a substantial reduction in net interest payments by the public sector, resulting from a reduced level of Government indebtedness overseas.

Shipping

Freight rates were at a very high level in 1970, both for dry cargoes and for tanker cargoes. Earnings consequently increased, and to an extent which outweighed increases in overseas disbursements. Since the United Kingdom is a substantial importer as well as a substantial exporter of shipping services, these effects showed themselves on both sides of the account.

On balance there was a worsening, and the favourable balance of £45 million in 1969 was transformed into a small deficit. This outcome is almost entirely attributable to tanker operation, where the much increased amounts payable for marginal tanker tonnage on voyage charter exceeded the additional amounts credited, to British companies in respect of the carriage of oil in exports and in the cross-trades. On dry cargo operations, the net earnings of British shipping companies increased to practically the same extent as the net amounts payable to overseas operators, and the surplus was maintained.

Civil aviation

1970 was a somewhat disappointing year for civil aviation. Though the numbers of international air passengers continued to grow, revenue did not increase correspondingly because of the increasing proportion travelling at promotional fares, or on charter flights at lower rates.

The growth of earnings of United Kingdom airlines was further restrained by a series of strikes and a shortage of capacity in BOAC, which was unable to fly its Boeing 747 aircraft. The increase in the overseas earnings of British airlines consequently fell short of the increase in their overseas expenditure, and their net overseas revenue fell from £94 million in 1969 to £84 million in 1970.

On the other side of the account, the net earnings of over-

Invisibles

£ million

	1967	1968	1969	1970	1970†			
					1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
CREDITS:								
Private services:								
Shipping:								
Freight and fares	630	767	761					
Time-charter payments	46	57	61					
Disbursements of overseas shipping	120	131	137					
Total	796	955	959	1,073	253	264	271	285
Civil aviation:								
Fares, freight, etc.	152	178	218	229	58	58	55	58
Disbursements of overseas airlines	47	57	69	84	20	20	21	23
Total	199	235	287	313	78	78	76	81
Travel:	236	282	359	433	105	106	108	114
Other services:								
Financial and allied	161	229	289					
Films and television	49	46	43					
Royalties, etc.	79	104	112					
Miscellaneous	472	527	577					
Total	761	906	1,021	1,114	271	280	278	285
Total private services§	1,992	2,387	2,626	2,933	707	728	733	765
Interest, profits and dividends:								
Direct investment	438	568	650	688	164	183	172	169
Portfolio investment	145	164	161	171	38	39	45	49
Oil and other	392	366	494	515	126	130	119	140
Total	975	1,098	1,305	1,374	328	352	336	358
Private transfers	143	161	176	182	45	45	46	46
Government services	36	44	48	51	11	12	14	14
Total credits	3,146	3,681	4,155	4,540	1,091	1,137	1,129	1,183

‡ An alternative breakdown is:

	1967	1968	1969	1970	1970†			
					1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Credits:								
Private sector	919	1,060	1,263	1,039	317	335	317	340
Public sector	56	38	42	65	11	17	19	18
Debits:								
Private sector	370	500	470	513	123	129	127	134
Public sector	229	273	373	329	92	80	78	79
Net balance:								
Private sector	+ 549	+ 560	+ 793	+ 796	+194	+206	+190	+206
Public sector	- 173	- 235	- 331	- 264	- 81	- 63	- 59	- 61

† Seasonally adjusted.
§ Including public corporations.

seas airlines from the United Kingdom fell in a somewhat smaller proportion and by a smaller absolute amount – from £53 million to £49 million. So the net balance fell back from £41 million in 1969 to a provisionally estimated £35 million; though remaining above the level of close on £30 million at which it had stood from 1963 to 1968.

Travel

The underlying upward trend in earnings from overseas visitors continued to the end of the year, when seasonal factors are allowed for. The year's total of £433 million represented a 20 per cent increase over 1969, following on a similar increase between 1967 and 1968, and a 27 per cent increase between 1968 and 1969. Most of last year's increase was attributable to larger numbers of visits, which were 16 per cent greater than in 1969.

On the debit side, the percentage increase in expenditure was no greater, in spite of the stimulus provided by the relaxation of currency restrictions at the beginning of the year; and expenditure rose to £388 million. The numbers going abroad increased by a relatively modest 7½ per cent, but the average amount spent on each visit rose appreciably.

Other services

Other services cover a multitude of transactions, among which one important group consists of financial services such as banking and insurance. Total earnings from other services as a whole continued to increase in the fourth quarter of 1970, bringing the annual total to £1,114 million, 9 per cent higher than in 1969. Debits on other services also rose during 1970, but the net surplus was substantially up from £535 million in 1969 to £582 million in 1970.

Interest, profits and dividends

The net earnings of the private sector rose by £3 million between 1969 and 1970, while the public sector deficit was reduced by £67 million. Little underlying movement has been apparent during 1970 in direct investment earnings, following their rise during 1969. The total for 1970 of £688 million was about 6 per cent above the revised total for 1969.

Earnings on foreign direct investments in the United Kingdom (other than oil and insurance) recovered at the end of the year from the exceptionally low level reached in the third quarter, when profits in particular industries affected by strikes, etc. (notably the motor industry) were depressed. For the year as a whole, earnings were only marginally higher at £316 million compared with a revised estimate of £308 million for 1969, reflecting the generally slow growth of company profits in the United Kingdom during the past two years.

Net earnings on overseas portfolio investment were little changed between the third and fourth quarters of 1970; and the year's total was much the same as in 1969. There was a substantial recovery in other credits of interest, profits and dividends (which mainly reflect the overseas earnings of oil companies), which rose from £119 million in the third quarter to £140 million in the fourth, though the annual total was only 4 per cent higher than that of 1969. There was a fall in other debits, reflecting the lower interest payments on official overseas indebtedness.

Notes and definitions

Additional details on particular categories of invisibles can be found in the following articles in *Trade and Industry* or the *Board of Trade Journal*:

Civil Aviation (October 28, 1970)

Travel (September 23, 1970; also Business Monitor M6; 'Overseas Travel and Tourism' to be published shortly)

(*Continued on next page*)

Invisibles

£ million

	1967	1968	1969	1970	1970*			
					1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
DEBITS:								
Private services:								
Shipping:								
Freight and fares	283	333	333					
Time-charter payments	172	202	210					
Disbursements abroad	325	360	371					
Total	780	895	914	1,087	237	264	279	307
Civil aviation:								
Freight, fares, etc.	82	103	122	135	34	35	31	35
Disbursements abroad	90	103	124	143	36	34	36	36
Total	172	206	246	278	70	69	67	72
Travel:	274	271	324	388	93	93	99	103
Other services:								
Films and television	22	22	28					
Royalties, etc.	67	87	100					
Miscellaneous	277	323	358					
Total	366	432	486	532	128	134	135	135
Total, private services‖	1,592	1,804	1,970	2,285	528	560	580	617
Interest, profits and dividends:								
Direct investment	216	329	308	316	77	79	71	89
Portfolio investment	85	95	103	116	27	28	29	32
Oil and other	298	349	432	410	111	102	105	92
Total	599	773	843	842	215	209	205	213
Transfers:								
Private	201	257	253	254	60	64	62	68
Official	188	179	176	169	44	34	43	48
Government services	311	331	335	362	87	89	91	95
Total debits	2,891	3,344	3,577	3,912	914	956	981	1,041
NET BALANCES:								
Private services	+ 800	+ 574	+ 656	+ 648	+179	+168	+153	+148
Interest, profits and dividends	+ 376	+ 325	+ 462	+ 532	+113	+143	+131	+145
Private transfers	– 58	– 96	– 77	– 72	– 15	– 19	– 16	– 22
Government transfer payments	– 188	– 179	– 176	– 169	– 44	– 34	– 43	– 48
Government services	– 275	– 287	– 287	– 311	– 76	– 77	– 77	– 81
Net invisible balance	+ 255	+ 337	+ 578	+ 628	+157	+181	+148	+142

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INVISIBLES, *continued*

Direct Investment (April 8, 1970; also Business Monitor M4 Overseas Transactions 1970; later figures will be published shortly)

Films and Television (July 22, 1970)

Royalties, etc. (March 25, 1970; later figures will be published shortly).

Shipping. There are difficulties in valuing oil freights, particularly in periods such as that following the closure of the Suez Canal. Subject to certain adjustments, use is made of the AFRA freight rate (Average Freight Rate Assessment, compiled by a panel of London brokers). For a fuller discussion of the problems of valuation, see the Technical Note on page xvi of *Economic Trends* for December 1967.

The entries for **Travel** relate to the expenditure of holiday business and other visitors. They exclude fares (except international rail fares, which are included).

Credits for **Financial and allied services** include the overseas earnings on banking and insurance (except those of overseas branches, subsidiaries and associates, or on overseas portfolios, which are included under 'interest, profits and dividends'); merchanting profits on third-country trade; and overseas earnings of the Baltic Exchange, Lloyd's Register of Shipping, the Stock Exchange, and other financial intermediaries.

Interest, profits and dividends are after deduction of taxes. The whole of the profits earned on direct investment are taken into account, a contra balance of payments entry under 'private investment' being made in respect of unremitted profits. 'Other' includes interest payments and receipts on inter-government loans and other official investment; charges on drawings from the IMF; interest on external liabilities and claims; interest on trade credit; income from real estate owned abroad (other than through the overseas subsidiaries of property companies); and income from trust funds invested abroad.

The entries for **Government services** relate predominantly to military, administrative and diplomatic expenditure.

Official **transfer** payments include economic and military grants to other countries, and subscriptions to international organizations.

Private transfers include gifts, legacies, workers' remittances, and the transfer of assets by migrants.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in December 1970 was 11 per cent less than in December 1969; for 1970 as a whole it was 9 per cent less than in the previous year.

Statistics issued by the Wool Industry Bureau of Statistics show that in 1970 deliveries of woven fabrics (excluding blankets) were 10 per cent less than in 1969; deliveries of worsted yarn (excluding semi-worsted yarn) were 5 per cent less. Production of wool and hair tops in 1970 were 13 per cent less but that of man-made fibre tops was 6 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.					Million sq. yds.		
1963	457·8	304·0	42·2	313·1	239·7	176·8	148·6	35·1
1964	418·3	265·2	56·8	325·8	233·3	177·1	148·3	32·9
1965	402·6	247·6	57·1	321·8	227·6	175·3	147·6	32·8
1966	388·2	229·8	62·9	314·7	220·9	168·4	133·9	30·5
1967	359·9	203·1	60·9	304·4	197·6	163·2	131·3	28·7
1968	391·4	213·0	80·2	324·9	216·6	162·4	132·3	32·7
1969	384·6	202·9	93·0	313·6	221·5	155·6	130·6	32·2
1970	337·3	175·7	98·4	285·3	215·1	138·1	119·3	29·4
1969 1st qtr.	105·4	55·3	23·9	86·3	58·0	37·9	34·9	7·9
2nd qtr.	100·6	52·8	22·7	82·9	57·2	40·8	32·2	10·2
3rd qtr.	84·7	45·7	21·6	66·3	48·9	38·8	29·6	5·6
4th qtr.	93·9	49·2	24·7	78·1	57·4	38·1	33·8	8·5
1970 1st qtr.	92·2	49·6	24·8	74·3	54·1	33·3	31·0	7·5
2nd qtr.	91·9	48·9	25·4	73·9	57·7	36·8	31·1	6·3
3rd qtr.	72·2	38·5	23·2	61·5	48·2	33·8	26·5	6·9
4th qtr.	81·0	38·8	25·0	75·6	55·1	34·3	30·8	8·6
1969 July	30·5	17·9	8·4	22·1	17·1	13·7	10·6	1·3
Aug.	23·0	10·6	5·0	20·5	14·1	11·0	7·9	1·9
Sept.	31·2	17·3	8·1	23·7	17·8	14·1	11·1	2·4
Oct.	33·5	17·4	9·0	27·5	21·2	13·7	11·9	2·7
Nov.	30·5	16·0	8·6	25·3	18·3	12·9	11·3	2·3
Dec.	29·9	15·7	7·2	25·3	17·9	11·5	10·7	3·5
1970 Jan.	31·8	17·5	9·0	25·8	17·8	12·0	10·5	2·8
Feb.	29·8	16·1	7·8	23·8	18·3	10·5	10·0	2·6
Mar.	30·6	16·0	8·0	24·7	17·9	10·8	10·5	2·1
Apr.	32·6	18·0	8·8	25·9	21·2	12·0	10·7	2·3
May	27·6	13·8	7·7	22·4	16·6	11·8	9·4	1·9
June	31·7	17·2	8·8	25·6	19·9	13·0	11·0	2·2
July	26·9	15·8	9·1	19·9	17·8	11·4	9·0	1·7
Aug.	19·8	9·5	5·7	18·3	12·8	10·5	7·2	2·2
Sept.	25·5	13·2	8·4	23·3	17·6	11·9	10·3	3·0
Oct.	26·6	12·6	9·5	25·7	19·6	12·4	10·8	3·4
Nov.	28·4	13·7	8·9	25·7	18·6	11·8	10·6	2·6
Dec.	26·0	12·4	6·6	24·3	16·9	10·1	9·5	2·6

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In December deliveries of semi-worsted yarn were 1·6 million lb.

Exports of wool textile products

	Total	Wool tops		Yarns		Woven Fabrics (‡)		Other wool textile products†
	£m.	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yds.	£m.
1963	130·87	42·82	96·01	21·27	33·87	63·77	89·26	3·00
1964	131·82	38·39	75·15	22·09	32·12	67·23	89·42	4·11
1965	122·07	28·98	64·00	20·51	30·20	68·00	88·78	4·59
1966	116·29	28·68	62·66	20·06	29·50	63·86	81·18	3·69
1967	103·79	22·54	51·41	18·04	27·70	59·84	75·64	3·37
1968	114·80	23·94	56·08	20·44	31·62	66·14	83·03	4·28
1969	125·41	26·55	57·35	23·32	35·45	71·08	83·07	4·45
1970	117·25	20·38	46·47	23·37	34·94	70·00	74·76	3·50
1968								
1st qtr.	26·59	5·66	14·33	4·53	7·09	15·33	19·84	1·07
2nd qtr.	28·46	6·43	14·71	4·69	7·19	16·29	20·30	1·05
3rd qtr.	29·84	6·24	14·04	5·03	7·75	17·54	22·03	1·03
4th qtr.	29·92	5·61	13·00	6·19	9·59	16·98	20·86	1·14
1969								
1st qtr.	28·13	6·05	13·37	5·39	8·28	15·69	19·10	1·00
2nd qtr.	33·24	7·92	17·00	5·95	8·89	18·33	21·12	1·05
3rd qtr.	32·52	6·85	14·40	5·94	8·91	18·54	21·84	1·20
4th qtr.	31·52	5·73	12·59	6·06	9·36	18·53	21·02	1·20
1970								
1st qtr.	28·94	5·49	12·45	6·01	8·93	16·59	18·78	0·85
2nd qtr.	30·81	5·73	12·83	6·35	9·61	17·94	18·96	0·79
3rd qtr.	28·84	5·33	11·90	5·26	7·80	17·46	18·42	0·80
4th qtr.	28·66	3·82	9·30	5·75	8·61	18·03	18·59	1·06

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheeps' or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table; sheeps' or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheeps' or lambs' wool or fine animal hair.

(‡) Excluding mechanical cloths from January 1970.

INTERNATIONAL TRADE CENTRE UNCTAD/GATT

The International Trade Centre was established by the General Agreement on Tariffs and Trade (GATT) at the request of the developing countries. Since January, 1968, it has been jointly operated by the United Nations Conference on Trade and Development (UNCTAD) and the GATT. The Centre's aim is to assist the developing countries in their export trade by providing them with information on export markets and marketing and helping them to develop their export promotion services and to train the necessary personnel.

Further information about the Trade Centre and its work may be obtained from United Kingdom Liaison Officer, Miss E. P. M. Baggs, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Pictured sewing in pockets and sleeves to complete a police officer's gaberdine raincoat is Mrs. Marion Collins, an employee at the Brighton, Sussex, factory of A. Grantham Ltd. A 16-ton load of 4,000 of these coats, with uniform cloth, buttons, shoes, gloves and brushes was flown from Gatwick to Tripoli by a specially chartered Caledonian Britannia on February 27. The consignment, worth £60,000, is for the Libyan police force, customs and municipal officers. A further consignment, worth £40,000, is to be sent to Libya within about six weeks.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of man-made continuous filament yarns and finishing) in December 1970 was 2 per cent more than in December 1969; for 1970 as a whole it was 1 per cent more.

Statistics issued by the Textile Council show that in 1970 the amount of cloth woven was 6 per cent less than in 1969, production of single yarn was 1 per cent more but the amount of yarn doubled was 5 per cent less.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn (†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488·7	127·0	131·4	107·0		1,014·1	560·3
1964	508·1	145·9	136·1	120·0	40·7	1,033·1	610·1
1965	484·8	142·5	131·5	120·3	47·5	1,015·0	624·4
1966	455·7	136·2	123·1	110·2	62·2	915·3	616·6
1967	383·8	124·8	108·1	105·2	78·4	745·0	529·8
1968	377·4	148·7	110·0	114·6	113·6	730·7	554·8
1969	366·4	161·3	103·2	134·3	150·5	723·4	588·5
1970	349·8	170·7	95·2	126·3	181·7	686·4	529·6
1969 July*	5·3	2·3	1·6	2·1	2·2	9·3	8·2
August	7·1	3·3	1·8	2·6	2·4	14·3	11·1
September	6·0	2·8	1·8	2·4	3·0	12·2	10·4
October*	7·5	3·5	2·1	2·9	3·0	14·7	12·2
November	7·4	3·6	2·1	2·8	3·4	14·8	12·3
December*	6·2	3·0	1·7	2·3	2·7	12·3	10·0
1970 January	7·1	3·5	2·0	2·7	3·3	14·2	11·6
February	7·3	3·5	2·1	2·7	3·5	14·9	11·6
March*	6·7	3·2	1·9	2·5	3·3	13·8	10·3
April	7·5	3·6	2·1	2·7	3·6	15·0	11·1
May	7·2	3·4	2·0	2·7	3·3	14·0	10·7
June*	5·6	2·9	1·6	2·0	3·1	13·9	10·0
July	6·0	2·8	1·6	2·2	2·9	7·9	7·2
August	7·1	3·5	1·8	2·6	3·2	13·5	10·0
September*	6·2	2·9	1·6	2·3	3·5	11·8	9·2
October	7·5	3·6	2·0	2·7	4·2	14·3	11·1
November	7·5	3·8	2·0	2·6	4·6	14·1	11·1
December*	5·7	3·1	1·5	1·9	3·7	11·5	8·8

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixtures yarn of cotton and cotton waste. (§) Deliveries.

Overseas travel in 1970

EARNINGS FROM OVERSEAS visitors in 1970 at £433 million were 20 per cent greater than in 1969. Expenditure on overseas travel at £388 million also showed a 20 per cent increase. The resulting balance of payments surplus of £45 million compares with £35 million in 1969.

These are among the main results of the official International Passenger Survey released on March 4.

Visitors to Britain

The total number of overseas visitors increased by 16 per cent. Most came on holiday, but 18 per cent came on business – a rather smaller proportion than in previous years. Fifteen per cent were visiting friends and relatives.

The increase in the number of overseas visitors to Britain tended to be greater the more distant the country from which they came. Increases of over 20 per cent compared with 1969 were recorded for visitors from the United States, Latin America and South Africa, and the number of Japanese visitors increased by almost 40 per cent.

British visits abroad

Visits abroad by United Kingdom residents increased by only 7½ per cent but those who went took advantage of the absence of currency restrictions to increase on average their expenditure abroad. 69 per cent went on holiday; 15½ per cent on business; 11 per cent to visit friends and relatives overseas; and 4½ per cent for miscellaneous reasons – these proportions being much the same as in previous years.

The removal of currency restrictions led to a swing back to traditional European holiday destinations, and a drop in the numbers visiting places in the sterling area such as Gibralter, Malta and Cyprus. There was a relatively small increase in the number of visits to Spain, which however remained the most popular destination on the Continent. The numbers visiting France continued their recovery from the abnormally low level to which they dropped in 1968.

Inclusive tours

There was a marked jump in the popularity of inclusive tours among both outward and inward visitors. For the first time, more than half the British residents taking holidays abroad (except in Ireland) went on inclusive tours. Of inward visitors other than those from Ireland, the proportion coming on inclusive tours rose from 17½ per cent in 1969 to 21½ per cent in 1970.

Future publication

More detailed results of the International Passenger Survey will be published shortly, and subsequently once a quarter, in the Business Monitor Series (M6: Overseas Travel and Tourism, obtainable from HMSO, PO Box 569, London, S.E.1, for an annual subscription of 37½p).

Foreign visitors in January

The underlying trend in the number of overseas visitors was maintained in January. There were 176,000 foreign visitors (excluding Commonwealth citizens and residents of the Irish Republic), equivalent after allowing for seasonal factors to 417,000 in an average month. This figure compares with an average monthly figure of 378,000 for arrivals of foreign visitors during 1970.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products.

National Food Survey: household food consumption in the fourth quarter of 1970

THE MAIN RESULTS of the National Food Survey in the fourth quarter of 1970 are summarized in the accompanying tables. The estimates are derived from records provided by a sample of 1,687 households throughout Great Britain.

Average expenditure on food (excluding sweets and soft drinks) bought for consumption in the home rose by 4½p (11d. or 2.1 per cent) per person per week between the third and fourth quarters of 1970, mainly because of increases in expenditure on milk, carcase meat, fats, cakes and biscuits, and fruit and nut products (including dried fruit and mincemeat). Compared with the fourth quarter of 1969, average expenditure rose by 13p (2s. 7d. or 6.4 per cent), of which 11p (2s. 3d. or 5.6 per cent) was due to increases in prices over a broad range of foods, particularly meat and meat products, bread and flour confectionery.

Household consumption of liquid milk showed a very slight increase in the fourth quarter of 1970, despite the increased price, but continued to be below the level of a year previously. The upward trend in consumption of cheese continued, purchases of natural cheese reaching a new high level of 3.36 oz per person per week but this was partly offset by a further small decrease in purchases of processed cheese. Following a generally reduced level of butter consumption in the first nine months of 1970, an unusually high level was recorded in the fourth quarter, almost 6.4 oz. per person per week; for the year as a whole, however, average consumption was a little lower than in 1969. There was hardly any change in purchases of margarine and cooking fats in the last quarter, but consumption of cooking oils increased. There was no significant change in household purchases of eggs, and average prices rose seasonally from 21p (4s. 2d.) in the third quarter to 22½p (4s. 6d.) per dozen in the fourth, compared with 22p (4s. 5d.) a year before.

Consumption of preserves continued to show a slight downward trend but purchases of sugar were again greater than in the corresponding quarter of 1969.

Consumption of carcase meat was at the same level as in the last quarter of 1969, small decreases for beef and pork being offset by increased consumption of lamb. Average prices paid for beef and for pork rose respectively by 3 per cent and 9 per cent over the corresponding period of 1969, but there was no change in the average price paid for lamb. Purchases of bacon were lower than the exceptionally high level recorded in the preceding quarter, but showed some increase over the year. Average consumption of poultry fell from the third quarter's record high level of 5.24 oz per person per week to 4.74 oz following the reduction in supplies caused by outbreaks of fowl pest which also led to appreciably higher prices. Purchases of cooked and of canned meat fell back to the same level as a year before, but consumption of sausages, meat pies and other meat products increased. Average consumption of wet fish was maintained despite higher prices but there was a small decrease in consumption of fish products which was not fully offset by an increase in purchases of canned fish.

Consumption of fresh green vegetables was a little higher than in the last quarter of 1969, averaging 13.1 oz per person per week, and purchases of other fresh vegetables were maintained at 11.8 oz; over the same period, average prices of fresh vegetables rose less than half as rapidly as retail prices generally. Purchases of quick-frozen vegetables were fully maintained at over 1.6 oz, and consumption of canned vegetables increased from 7.6 to 8.2 oz. Consumption of potatoes also increased (from 53.2 to 56.7 oz) and average prices were 14 per cent lower at 1.6p (3¾d.) per lb. The average price paid for apples was also appreciably lower than a year before, because of the good home crop, and consumption was nearly 7 per cent higher at 9.1 oz per person per week. Consumption of citrus fruit and bananas was maintained at 3.9 oz and 3.0 oz respectively, and consumption of other fresh fruit increased slightly to 2.9 oz. There was a small decrease in consumption of fresh tomatoes but a small increase in purchases of canned tomatoes.

(*Continued at foot of next page*)

Table 1. Estimates of average household food consumption

oz. per person per week†

	Year 1969	Year 1970	4th qtr. 1969	3rd qtr. 1970	4th qtr. 1970
Total Household Food Expenditure	£2.00	£2.11	£2.03	£2.11	£2.16
Liquid milk (pints)	4·89	4·63	4·93	4,59	4·67
Other milk (eq. pints)	0·36	0·41	0·35	0·47	0·38
Cheese	3·50	3·59	3·54	3·60	3·69
Butter	6·15	5·99	6·08	5·92	6·39
Margarine	2·78	2·86	2·88	2·86	2·84
Lard and compound cooking fats	2·08	2·21	2·24	2·24	2·23
Eggs: purchases (number)	4·41	4·44	4·41	4·39	4·43
consumption (number)	4·60	4·66	4·56	4·70	4·63
Preserves	2·67	2·57	2·65	2·57	2·55
Sugar	16·18	16·94	16·51	17·61	16·99
Beef and veal	7·70	7·80	8·46	7·35	8·27
Mutton and lamb	5·34	5·25	5·00	5·66	5·33
Pork	2·78	2·83	2·91	2·83	2·79
Bacon and ham, uncooked	5·11	5·32	5·10	5·48	5·39
Bacon and ham, cooked (including canned)	0·94	0·94	0·91	0·99	0·96
Poultry and cooked chicken	4·93	5·06	4·91	5·24	4·74
Other cooked meat (not canned)	0·67	0·67	0·67	0·71	0·60
Other canned meat	2·43	2·69	2·37	2·91	2·50
Offals	1·31	1·32	1·39	1·19	1·27
Sausages, uncooked	3·68	3·74	3·75	3·64	3·89
Other meat products:					
Meat pies	0·77	0·77	0·73	0·74	0·75
Other	2·03	2·33	2·13	2·26	2·44
Fish, fresh and processed	3·73	3·67	3·73	3·66	3·66
Canned fish	0·79	0·69	0·68	0·69	0·74
Fish and fish products, quick-frozen	0·94	0·99	1·01	1·00	0·92
Fresh green vegetables	12·25	13·12	12·34	16·03	13·07
Other fresh vegetables	10·01	9·95	11·79	10·14	11·75
Quick-frozen vegetables	1·74	1·74	1·63	1·48	1·65
Canned peas	3·10	3·20	2·92	3·02	3·11
Canned beans	3·58	3·86	3·70	3·71	3·99
Potatoes: purchases	45·59	48·24	49·40	43·14	51·92
consumption	49·31	51·84	53·19	49·22	56·68
Citrus fruit	5·12	5·01	3·88	3·33	3·92
Bananas	3·46	2·99	3·03	3·09	2·97
Apples	6·72	7·32	8·54	7·65	9·10
Fresh tomatoes	4·10	4·00	3·64	6·43	3·41
All other fresh fruit	3·82	3·82	2·67	7·18	2·91
Canned fruit	5·70	5·43	5·56	5·27	5·59
Dried fruit, nuts and fruit and nut products	1·23	1·17	2·05	0·82	2·15
Flour	5·38	5·68	5·95	5·40	6·36
White bread	32·01	32·23	31·34	33·60	31·14
Brown, wholewheat and wholemeal bread	2·96	2·92	3·15	3·10	3·03
Other bread	2·77	2·96	2·76	2·77	3·18
Buns, scones and teacakes	1·28	1·21	1·34	1·01	1·47
Cakes and pastries	4·58	4·47	4·51	4·32	4·59
Chocolate biscuits	1·04	0·98	1·14	0·95	0·99
Other biscuits	4·77	4·78	4·74	4·66	5·05
Breakfast cereals	2·63	2·74	2·49	2·91	2·66
Oatmeal and oat products	0·54	0·50	0·79	0·23	0·75
Canned milk puddings	1·52	1·69	1·52	1·62	1·77
Tea	2·52	2·59	2·52	2·46	2·65
Instant coffee	0·38	0·42	0·42	0·43	0·43
Pickles and sauces	1·44	1·55	1·66	1·55	1·66
Canned soups	3·19	3·54	3·75	64	4·04

(†) Except where otherwise stated.
Source: Ministry of Agriculture, Fisheries and Food.

Table 2. Energy value and nutrient content of the diet as a percentage of recommended intakes (†) (annual averages

	National averages				Families with 4 or more children			
	Annual averages				Annual averages			
	1967	1968	1969	1970	1967	1968	1969	1970
Energy	109	108	109	111	101	99	102	100
Protein	128	127	126	128	116	115	114	114
Calcium	191	191	194	194	166	165	167	164
Iron	126	122	121	124	113	109	108	110
Vitamin A	202	203	199	200	199	197	199	199
Thiamine	126	125	122	124	122	123	119	118
Riboflavine	129	129	130	130	132	134	132	131
Nicotinic acid	189	189	190	194	170	174	181	182
Vitamin C	180	181	181	184	153	165	155	164
Vitamin D (‡)	93	90	84	84	62	64	59	58

(†) Department of Health and Social Security. *Recommended Intakes of Nutrients for the United Kingdom.* Reports on Public Health and Medical Subjects, No. 120, HMSO, 1969.
(‡) The Survey does not evaluate welfare and pharmaceutical sources of this vitamin. Furthermore, most adults require no dietary vitamin D, since they obtain all they need from the action of sunlight on the skin.

Shipping movement at United Kingdom ports

Foreign and coasting trade movements during November 1970

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during November 1970, amounted to 17,728 thousand net registered tons: his was 17·1 per cent more than the corresponding month of 1969. Commonwealth vessels accounted for 7,188 thousand nrt.

During the first eleven months of 1970 the total net tonnage of vessels entering and clearing United Kingdom ports with cargo amounted to 195,173 thousand nrt, an increase of 6 per cent over the tonnage for the same period of 1969.

In the coasting trade there was a 4·8 per cent decrease in the total net tonnage of arrivals and departures with cargo during the month of November 1970 and a 1·6 per cent decrease during the first eleven months compared with 1969.

When the figures for 1970 have been completed, the Department of the Environment will cease to compile these statistics, since fairly full information of other kinds is now available about the movement of cargoes in and out of different ports, and about overseas trade carried by sea under different flags.

Note: net registered tons (nrt)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movement at United Kingdom ports

Foreign Trade		Entered					Cleared				
			Thousand Net Tons					Thousand Net Tons			
		Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign
With cargo:	November 1969	5,339	10,094	3,730	338	6,026	4,267	5,050	2,283	198	2,569
	November 1970	5,947	11,905	4,100	323	7,482	4,635	5,823	2,565	200	3,058
	Eleven months ending November 1969	68,808	119,180	44,598	3,542	71,040	54,461	64,926	29,100	2,536	33,290
	Eleven months ending November 1970	66,861	126,566	45,655	4,109	76,802	55,587	68,607	29,881	2,928	35,798
In ballast	November 1969	1,267	1,751	696	62	993	2,219	6,373	1,916	171	4,286
	November 1970	1,297	1,709	634	62	1,013	2,508	7,670	2,188	84	5,398
	Eleven months ending November 1969	17,495	25,908	11,014	623	14,271	31,893	76,692	24,772	1,606	50,314
	Eleven months ending November 1970	18,667	26,977	11,838	753	14,386	30,460	83,772	27,136	1,514	55,122

(†) Includes Irish Republic and South Africa

(*Continued on next page*)

FOOD CONSUMPTION, *continued*

Purchases of canned fruit and of dried fruit were maintained, but a small decrease in consumption of fruit juices was recorded.

Average purchases of bread, at 37.4 oz per person per week, were not significantly different from those of the fourth quarter of 1969 and consumption of flour confectionery was well up to the previous season's level. Over the year read-to-eat breakfast cereals gained a little further ground compared with other breakfast cereals. Increases were recorded over the year in purchases of tea and of instant coffee, but not ground coffee.

Table 2 shows the extent to which the estimated intake of energy and nutrients in the average household and in larger families met the recommended intakes for the years 1967 to 1970. It is apparent that changes in the annual averages during this period were small. The nutrient content of the national average diet rose slightly in 1970, and energy intake exceeded recommendations by 11 per cent. For larger families the percentages for energy and several nutrients were slightly lower than in 1969; nevertheless the recommended intakes for all nutrients (except vitamin D) were exceeded.

Notes:

The National Food Survey, conducted on behalf of the Ministry of Agriculture, Fisheries and Food, is a continuous sampling inquiry into the domestic food consumption, expenditure and nutrition of private households in Great Britain. It is the only official inquiry which obtains direct measurements of the quantities and varieties of food purchased by housewives, together with the average prices actually paid for food, both in Great Britain as a whole and by different sectors of the population. Detailed reports are published annually. The latest annual volume, published in January, gave information on household food consumption and expenditure in 1968, with preliminary results for 1969.

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SHIPPING MOVEMENT, *continued*

Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	November		January-November		November		January-November	
	1969	1970	1969	1970	1969	1970	1969	1970
	Number of Vessels							
United Kingdom	1,615	1,777	20,777	20,282	1,448	1,573	18,229	18,473
Other Commonwealth (†)	167	177	2,119	2,147	155	159	1,885	1,994
Foreign	3,557	3,993	45,912	44,432	2,664	2,903	34,347	34,920
Total	5,339	5,947	68,808	66,861	4,267	4,635	54,461	55,387
	Thousand net tons							
Commonwealth:								
Registered in United Kingdom	3,730	4,100	44,598	45,655	2,283	2,565	29,100	29,881
Registered in Canada	—	—	4	21	6	—	15	2
Registered in other countries (†)	338	323	3,538	4,088	192	200	2,521	2,926
Total Commonwealth	4,068	4,423	48,140	49,764	2,481	2,765	31,636	32,809
Foreign:								
Soviet	96	142	1,414	1,191	40	27	453	258
Finnish	104	110	1,141	1,259	43	48	390	459
Swedish	504	624	4,792	5,490	224	293	2,364	2,962
Norwegian	1,024	1,165	13,179	14,100	274	385	5,367	5,194
Danish	256	303	3,129	3,235	157	167	2,316	2,247
Polish	34	30	347	292	28	20	209	155
German (Federal Republic)	565	913	6,616	7,740	422	471	4,267	5,574
Dutch	590	588	7,224	6,897	344	402	4,582	4,472
Belgian	271	163	2,504	2,423	168	161	2,391	2,364
French	403	525	5,002	6,203	169	236	3,162	3,525
Spanish	66	91	696	744	60	65	607	651
Italian	174	144	1,452	1,623	36	11	279	271
Yugoslav	17	34	215	331	6	6	62	94
Greek	305	595	2,558	3,836	71	152	955	1,319
United States of America	232	265	3,043	2,787	243	237	2,776	2,725
Panamanian	268	131	2,060	2,165	55	61	533	665
Liberian	840	1,370	12,617	13,162	117	140	1,227	1,270
Other	331	289	3,051	3,324	112	176	1,350	1,413
Total Foreign	6,026	7,482	71,040	76,802	2,569	3,058	33,290	35,798
GRSND TOTAL	**10,094**	**11,905**	**119,180**	**126,566**	**5,050**	**5,823**	**64,926**	**68,607**
Tading Areas:								
Irish Republic	566	465	6,817	7,162	383	379	5,734	6,083
Northern Europe (Foreign)	2,902	3,296	33,167	35,311	2,214	2,546	26,637	28,837
Europe (Atlantic) and Western Mediterranean Countries	1,179	1,287	15,838	16,226	855	937	11,843	12,294
Central and Eastern Mediterranean Countries	1,055	1,233	11,953	12,365	129	132	1,699	1,538
West and South Africa	539	666	5,753	6,836	223	310	2,382	2,774
East Africa, Persian Gulf, India	1,833	2,437	20,968	23,063	171	153	2,291	2,323
Eastern Asia and Islands in the Pacific	245	264	2,350	2,121	127	223	1,698	1,788
Australasia	198	273	2,929	3,058	109	218	1,407	1,459
North America (Atlantic Coast)	1,094	1,290	10,812	13,402	632	664	8,357	8,257
West Indies and Central America (Atlantic Coast)	320	470	5,421	5,001	110	155	1,381	1,604
South America (Atlantic Coast)	132	148	1,447	1,306	55	61	761	782
South and Central America (Pacific Coast)	9	20	228	280	21	15	196	144
North America (Pacific Coast)	11	21	909	275	14	23	420	608
Other Areas	11	35	138	160	7	7	120	116
Total Commonwealth Countries	2,375	2,960	30,294	33,783	965	1,080	13,578	13,750
Total Foreign Countries	7,719	8,945	88,886	92,783	4,085	4,743	51,348	54,857
TOTAL	**10,094**	**11,905**	**119,180**	**126,566**	**5,050**	**5,823**	**64,926**	**68,607**

(†) Includes Irish Republic and South Africa

(Continued on next page)

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THE Container People

Table 3. Foreign trade arrivals and departures at principal ports – January-November

Port	Arrived						Departed					
	With cargo		With cargo and in ballast				With cargo			With cargo and in ballast		
	1969 Thous. net tons	1970 Thous. net tons	Number of vessels	1969 Thous. net tons	1970 Thous. net tons	Number of vessels	1969 Thous. net tons	1970 Thous. net tons	Number of vessels	1969 Thous. net tons	1970 Thous. net tons	Number of vessels
Bristol	2,658	2,289	1,135	2,726	2,360	1,184	296	326	362	2,388	2,311	1,019
Cardiff	1,308	1,665	737	1,642	1,921	894	581	503	370	1,694	1,795	805
Dover	7,313	8,228	5,974	11,703	12,842	10,180	7,232	8,167	5,762	11,600	12,924	10,187
Felixstowe	2,393	2,661	2,190	2,605	2,807	2,389	2,283	2,626	2,075	2,512	2,747	2,294
Folkestone	467	449	380	1,198	1,225	918	366	371	298	1,176	1,217	893
Grimsby (including Immingham)	4,344	5,888	2,337	5,004	6,949	2,889	1,793	2,135	1,535	5,070	7,043	2,795
Harwich	7,680	7,950	3,938	8,149	8,476	4,227	7,773	8,179	4,170	8,165	8,619	4,367
Holyhead	2,035	1,238	1,141	2,153	1,308	1,179	1,930	1,242	1,088	2,032	1,283	1,147
Hull	4,645	4,281	4,387	5,025	4,672	4,690	2,526	2,282	2,570	4,746	4,472	4,228
Lancaster	14	682	302	47	798	407	38	659	343	41	750	388
Liverpool	12,190	13,258	4,381	14,282	15,263	5,047	5,743	5,789	2,989	13,559	14,303	4,564
London	25,999	26,479	10,588	32,407	32,872	13,117	11,624	12,211	7,321	30,912	32,476	13,292
Manchester	4,632	4,329	2,502	4,901	4,602	2,878	1,567	1,555	1,924	4,653	4,039	2,908
Middlesbrough	5,334	5,589	1,475	6,274	6,531	2,242	1,687	1,608	1,919	6,111	6,338	2,621
Milford Haven	10,200	10,667	381	12,210	13,078	1,144	2,158	2,635	706	11,969	13,207	1,060
New Haven	968	1,137	1,214	991	1,145	1,232	923	991	1,045	934	1,113	1,212
Newport	1,411	868	515	1,682	928	615	659	365	515	1,805	958	656
Plymouth	229	715	361	363	314	692	124	113	426	359	379	749
Port Talbot	726	1,141	345	778	1,216	500	151	141	412	741	1,226	600
Southampton	14,088	14,705	3,084	17,673	17,904	3,831	7,280	6,804	2,648	17,477	17,879	3,824
Swansea	943	1,025	436	1,768	1,902	997	1,997	2,131	1,474	2,285	2,452	1,571
Tyne Ports	1,160	1,857	1,240	2,508	2,631	1,509	1,072	1,077	780	2,946	3,036	1,458
Glasgow	2,737	2,568	1,021	3,342	3,023	1,177	1,672	1,504	639	3,599	3,498	1,325
Grangemouth	1,419	1,415	1,121	1,801	1,866	1,322	1,360	1,205	843	1,956	1,621	1,221
Greenock	2,464	3,817	328	3,523	5,019	577	587	1,633	280	3,432	5,237	609
Leith	547	581	769	931	835	913	550	212	418	1,334	707	761
Belfast	2,098	2,323	1,346	2,207	2,538	1,484	327	278	448	1,652	2,244	1,008
Other Ports	7,908	7,762	16,734	11,096	11,093	22,356	5,253	5,385	13,561	11,844	11,848	22,630
TOTAL	128,360	135,027	70,362	158,989	166,118	90,589	68,552	72,127	56,912	157,033	165,771	90,192

Table 4. Coasting trade arrivals and departures at principal ports – January-November

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1969 Thous. net tons	1970 Thous. net tons	Number of Vessels	1969 Thous. net tons	1970 Thous. Net tons	Number of Vessels	1969 Thous. net tons	1970 Thous. net tons	Number of Vessels	1969 Thous. net tons	1970 Thous. net tons	Number of Vessels
Bristol	1,159	1,117	697	1,620	1,629	2,384	402	430	1,342	1,840	1,754	2,752
Cardiff	513	566	805	896	1,032	1,586	170	146	353	871	1,006	1,623
Cowes	2,230	2,281	10,281	5,088	5,772	23,349	2,101	2,318	9,724	5,087	5,724	23,365
Hull	777	704	259	896	857	599	165	277	311	1,004	1,035	901
Immingham	609	429	162	1,737	2,083	1,205	1,137	1,676	1,046	1,714	2,063	1,238
Lancaster	1,011	1,110	1,318	1,193	1,267	1,778	1,115	1,211	1,691	1,190	1,266	1,753
Liverpool	4,157	3,724	3,040	5,406	4,493	4,979	3,083	2,935	3,610	5,514	5,427	5,196
London	5,398	4,900	3,650	7,088	6,485	5,873	1,518	1,567	2,366	6,749	6,452	5,797
Manchester	143	177	245	257	271	416	37	61	107	250	320	459
Middlesbrough	122	291	387	1,353	1,446	1,609	1,024	1,068	812	1,330	1,571	1,264
Milford Haven	479	440	103	3,749	3,469	1,810	4,016	3,892	1,903	4,139	3,976	1,975
Portsmouth	321	343	1,507	3,276	4,033	15,343	86	76	893	3,245	3,978	15,664
Preston	905	1,013	1,598	937	1,082	1,743	860	1,021	1,607	973	1,155	1,786
Southampton	3,267	3,184	10,282	6,063	5,546	14,924	5,095	4,890	11,168	5,995	5,791	14,717
Sunderland	194	108	175	963	760	827	727	613	537	919	742	732
Swansea	298	318	550	2,327	2,221	3,072	1,475	1,340	1,806	1,681	1,589	2,477
Tyne Ports	554	576	284	2,729	2,527	1,897	1,423	1,305	1,243	2,445	2,305	1,926
Ardrossan	1,388	1,252	1,639	1,546	1,420	2,031	925	842	1,560	1,423	1,206	1,999
Glasgow	846	1,093	692	1,496	1,502	993	267	300	337	1,162	1,002	882
Greenock	1,200	823	1,691	1,447	1,080	2,253	1,237	741	1,554	1,537	1,040	2,154
Stranraer	1,537	1,643	1,423	1,548	1,656	1,448	1,535	1,640	1,411	1,547	1,651	1,435
Belfast	6,236	6,390	7,403	6,558	6,737	7,960	5,178	5,498	6,259	6,483	6,762	8,321
Other Ports	10,854	10,719	22,962	17,676	17,236	35,332	8,063	7,599	14,004	16,839	16,095	33,697
TOTAL	44,198	43,201	71,153	75,921	75,054	133,411	41,639	41,266	65,644	73,937	73,910	132,203

(Continued on next page)

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SHIPPING MOVEMENT, *continued*

Table 5. Shipping movement at United Kingdom ports

		Arrived				Departed			
			Thousand Net Tons				Thousand Net Tons		
		Number of Vessels	Total	Commonwealth (†)	Foreign	Number of Vessels	Total	Commonwealth (†)	Foreign
COASTING TRADE – GREAT BRITAIN									
With cargo:	November 1969	5,110	3,190	2,700	490	4,679	2,917	2,421	496
	November 1970	5,079	2,903	2,363	540	4,779	2,890	2,324	566
	Eleven months ending November 1969	64,427	37,275	30,954	6,321	59,214	36,179	29,702	6,477
	Eleven months ending November 1970	62,284	36,153	29,017	7,136	58,604	35,494	27,857	7,637
In ballast:	November 1969	4,321	2,430	1,874	556	4,628	2,567	2,117	450
	November 1970	4,905	2,508	1,952	556	4,919	2,448	1,915	533
	Eleven months ending November 1969	63,100	31,339	24,979	6,360	65,301	30,518	24,867	5,651
	Eleven months ending November 1970	61,493	31,450	24,235	7,215	63,517	30,951	24,560	6,391
COASTING TRADE – UNITED KINGDOM									
With cargo:	November 1969	5,935	3,839	3,236	603	5,308	3,434	2,858	576
	November 1970	5,879	3,515	2,859	656	5,475	3,410	2,729	681
	Eleven months ending November 1969	73,044	44,198	36,678	7,520	65,926	41,639	34,238	7,401
	Eleven months ending November 1969	71,153	43,201	34,725	8,476	65,644	41,266	32,653	8,613
In ballast:	November 1969	4,396	2,460	1,891	569	4,918	2,720	2,243	477
	November 1970	4,983	2,548	1,979	569	5,185	2,604	2,037	567
	Eleven months ending November 1969	63,976	31,724	25,257	6,467	68,459	32,297	27,190	6,107
	Eleven months ending November 1970	62,258	31,853	24,536	7,317	66,559	32,643	25,754	6,889

(†) Commonwealth and Irish Republic

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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Miscellaneous Manufactures of Paper and Board for Third Quarter 1970

A complete list of titles of Business Monitors is published on page 507 of this issue.

United Kingdom official reserves during February

HM TREASURY announce that the United Kingdom official reserves rose by £80 million during February to stand at £1,331 million at the end of the month.

Statistics for January and February

THE DEPARTMENT of Trade and Industry regrets that it has not yet been possible to send to contributors the return forms for their business in either January or February for retail trade, hire purchase and other instalment credit business, turnover of the motor trades, and turnover of the catering trades, laundries and dry cleaners, and hairdressers statistics.

These forms will be despatched when postal services are restored, and contributors will be requested to return them as soon as they can.

Only when the returns have been received and processed will it be possible for the Department to issue the statistics for these months.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, March 5, 1971
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Jane Eyre	Br/E 35371/6/3/76	110	March 2	British Lion Films Ltd.	Omnibus Productions Ltd.
Mining Review No. 7 – 24th Year	Br/E 35372/6/3/76	10	March 3	Data Film Distributors Ltd.	National Coal Board
Movietone News 2178	Br/E 35242/6/3/76	8	March 5	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2178 A	Br/E 35243/6/3/76	8	March 5	" " " "	" "
				FOREIGN	
Darling Lili	F 35368	136	March 2	Paramount Pictures (U.K.) Ltd.	Geoffrey Productions Inc.
Erotissimo	F 35369	85	March 2	Contemporary Films Ltd.	Le Film de la Pleiade, Paris
Apparences	F 35370	18	March 2	" " "	Como Films, Paris
The Erotic Three	F 35373	85	March 3	Grand National Film Distributors Ltd.	Cannon Productions Inc.
The Nympho	F 35374	84	March 3	" " " "	Cine International, Munich

Correction:
The details relating to the film 'Bedroom Mazurka' which appeared in the list of films registered during the week ended February 19, 1971, should be deleted and the following substituted:

Highway Pick up	F 35351	95	February 16	Gala Film Distributors Ltd.	Paris Film Productions, Paris 8

Note:
A Direction has been issued under Section 2 (2) of the Films Act, 1960 (as extended by the Films Act, 1970), extending the quota life of the film 'Four in the Morning' (Br/E 30993) for the year 1971.

Office development statistics in the fourth quarter and the year 1970

THE DEPARTMENT of the Environment report that more office development permits were issued in 1970 than in 1969 and the area covered by them also increased. An important contributory factor in this rise was the large number of applications dealt with in the second half of the year.

Fourth quarter 1970

In the fourth quarter of 1970 both the number of permits and the gross area covered by them were smaller in total, for each of the three economic planning regions then subject to office development control, than in the previous quarter.

One hundred and sixty-seven permits were issued in the fourth quarter covering 7·8 million sq. ft. compared with 310 permits covering 11·4 million sq. ft. in the previous quarter.

Applicants for permits issued in the fourth quarter stated that 1·7 million sq. ft. of the floorspace applied for would be offset by demolition of existing offices or conversion to non-office use. If permits for continuing use of existing offices are also deducted the net potential addition to office space in the fourth quarter was 5·2 million sq. ft. compared with 8·4 million sq. ft. in the third quarter and a quarterly average of 4·7 million sq. ft. for 1970 as a whole. The increase in the average floorspace per permit in the fourth quarter of 1970 was to a slight extent due to the raising of the exemption limit from 3,000 to 10,000 sq. ft. in Greater London from December 16, 1970.

Annual comparison

Comparison of the figures for the year 1970 with those for 1969 are affected by changes made in the scope of the control in the early part of 1969 and again in the last quarter of 1970, details of which are given in notes to the tables.

The total area of the 693 permits issued in 1970 was 26·3 million sq. ft. In 1969 524 permits covering 15·2 million sq. ft. were issued. Included in the 1970 total were 169 permits with a floor area of 1·9 million sq. ft. issued for change of use from non-office to office use and 55 permits (1.2 million sq. ft. in area) for continuing use as offices. In terms of area the 1969 figures for these two categories were 1.1 million and 1.4 million sq. ft. respectively.

Gross area and area relinquished

Out of a total floorspace of 26·3 million sq. ft. covered by permits issued in 1970, 6·4 million sq. ft. was claimed by applicants to be space relinquished by demolition or change from office to non-office use. The percentage of total area offset by relinquishments was 24 per cent in 1970 compared with 24 per cent in 1969 and 39 per cent in 1968.

Regional distribution

In 1970 90 per cent of the permits issued were for office development in the South East compared with 89 per cent in 1969. The Total area covered by permits for this region was 23·0 million sq. ft. as against 1·9 million sq. ft in the West Midlands and 1·4 million sq. ft. in the East Midlands. Forty-one permits were issued in the West Midlands region in 1970, compared with 30 in the East Midlands and 622 in the South East. It should be noted that on December 16, 1970 control was lifted completely from the East and West Midlands and that until that date the exemption limit for office developments stood at 3,000 sq. ft. in Greater London compared with 10,000. sq. ft elsewhere in the area subject to control.

Within the South East, 266 permits were issued for Central London for 10·9 million sq. ft. of which 44 per cent was offset by relinquishments. In the Rest of the Greater London Council area 238 permits

(*Continued on next page*)

Table 1. Office development permits – regional totals

	Total			South East Region			West Midland Region			East Midland Region			East Anglia Region		
	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished
1965 Aug.-Dec.	175	2,701	1,070	165	2,655	1,056	10	46	14	—	—	—	—	—	—
1966	507	5,536	2,085	396	4,702	1,914	84	562	129	19	218	33	8	54	9
1967	726	9,171	2,720	525	7,097	2,289	103	1,076	161	61	534	175	37	464	95
1968	661	13,852	5,415	594	12,018	5,184	34	1,106	32	18	398	62	15	330	137
1969	524	15,169	3,599	464	13,276	3,540	33	1,003	33	25	847	13	2	43	13
1970	693	26,291	6,449	622	22,988	6,444	41	1,880	5	30	1,423	—	—	—	—
1965 Aug.-Sept.	78	1,055	485	78	1,055	485	—	—	—	—	—	—	—	—	—
4th quarter	97	1,646	585	87	1,600	571	10	46	14	—	—	—	—	—	—
1966 1st quarter	120	1,300	417	87	1,064	374	33	236	43	—	—	—	—	—	—
2nd quarter	95	1,027	381	80	948	362	15	79	19	—	—	—	—	—	—
3rd quarter	122	1,123	564	103	972	502	15	116	32	} 19	218	33	8	54	9
4th quarter	170	2,086	723	126	1,718	676	21	131	35						
1967 1st quarter	260	2,861	787	172	2,179	587	41	290	14	34	258	152	13	164	34
2nd quarter	207	2,211	601	137	1,550	515	38	386	44	18	169	23	14	106	19
3rd quarter	128	1,561	617	100	1,152	554	15	239	60	8	96	—	5	74	3
4th quarter	131	2,538	715	116	2,216	633	9	161	43	} 6	145	9	7	179	44
1968 1st quarter	124	2,173	1,115	114	1,962	1,101	3	48	—						
2nd quarter	179	4,484	1,701	156	3,787	1,611	15	523	22	3	56	20	5	118	48
3rd quarter	197	4,039	1,541	181	3,650	1,509	8	257	7	3	29	10	5	103	15
4th quarter	161	3,156	1,058	143	2,619	963	8	278	3	7	179	23	3	80	69
1969 1st quarter	178	3,713	590	153	3,162	577	14	347	—	9	161	—	2	43	13
2nd quarter	122	4,923	1,103	110	4,362	1,067	3	164	30	9	397	6	—	—	—
3rd quarter	116	3,398	1,158	107	3,151	1,155	7	215	3	2	32	—	—	—	—
4th quarter	108	3,135	748	94	2,601	741	9	277	—	5	257	7	—	—	—
1970 1st quarter	103	3,287	668	91	2,797	668	9	441	—	3	49	—	—	—	—
2nd quarter	113	4,628	1,799	92	3,832	1,799	8	303	—	13	493	—	—	—	—
3rd quarter	310	11,369	2,267	285	9,948	2,267	16	696	—	9	725	—	—	—	—
4th quarter	167	7,007	1,715	154	6,411	1,710	8	440	5	5	156	—	—	—	—

In some instances in order to avoid the risk of disclosing details of individual applicants, figures for two consecutive quarters have been combined.
The main breaks in comparability in the quarterly totals are indicated by lines.

OFFICE DEVELOPMENT, *continued*

for 5·1 million sq. ft. were issued with 18 per cent offset and in the Rest of the Metropolitan area the corresponding figures were 63 permits, 2·9 million sq. ft. and 13 per cent relinquished.

Size of permits

Table 3 gives the distribution by size of permits issued. This has been affected by the changes in control, listed in the notes, which have tended to thin out the numbers of permits issued in the lower size ranges. The number of permits issued for areas in the larger size ranges continue to increase in all regions.

Previous articles

This series of statistics was introduced in the *Board of Trade Journal* of September 27, 1968. Other articles have since been published, the most recent being in *Trade and Industry* of December 30, 1970 (page 592).

Table 2. Selected sub-divisions of planning regions

	London Metropolitan Region (included in South East Planning Region)								
	Total (Metropolitan Region)			Greater London Council Area					
				Total (GLC Area)			Central London Area		
	Number of Permits	Thous. sq. ft.		Number of Permits	Thous. sq. ft.		Number of Permits	Thous. sq. ft.	
		Gross	Relinquished		Gross	Relinquished		Gross	Relinquished
1965 August-December	165	2,655	1,056	94	1,851	906	33	1,242	587
1966	371	4,495	1,867	211	2,929	1,582	69	1,229	676
1967	441	6,160	2,095	256	4,522	1,769	84	2,483	1,052
1968	566	11,176	5,045	296	8,700	4,569	127	6,601	4,051
1969	432	11,902	3,433	350	9,945	3,069	154	6,308	2,237
1970	567	18,914	6,087	504	16,031	5,722	266	10,921	4,827
1965 August-September	78	1,055	485	48	861	463	19	574	284
4th quarter	87	1,600	571	46	990	443	14	668	303
1966 1st quarter	87	1,064	374	53	697	284	17	203	61
2nd quarter	80	948	362	41	528	305	14	225	97
3rd quarter	97	929	494	54	595	401	15	246	237
4th quarter	107	1,554	637	63	1,109	592	23	555	281
1967 1st quarter	123	1,988	553	69	1,245	475	17	541	245
2nd quarter	117	1,235	464	67	931	332	22	495	243
3rd quarter	94	1,035	554	61	815	526	18	372	247
4th quarter	107	1,902	524	59	1,531	436	27	1,075	317
1968 1st quarter	109	1,738	1,068	55	1,364	999	24	1,159	946
2nd quarter	147	3,561	1,581	86	2,879	1,370	33	1,970	1,190
3rd quarter	170	3,307	1,433	83	2,653	1,330	44	2,027	1,105
4th quarter	140	2,570	963 r	72	1,804	870	26	1,445	810
1969 1st quarter	144	2,942	561	98	2,284	406	34	1,522	240
2nd quarter	103	3,714	1,039	90	3,149	968	46	2,212	720
3rd quarter	101	2,999	1,111	88	2,635	1,071	44	1,649	907
4th quarter	84	2,247	722	74	1,877	624	30	925	370
1970 1st quarter	81	2,039	659	72	1,769	649	36	1,432	535
2nd quarter	80	3,018	1,660	73	2,832	1,626	42	2,045	1,590
3rd quarter	269	8,314	2,155	242	6,678	1,881	128	5,093	1,756
4th quarter	137	5,543	1,613	117	4,752	1,566	60	2,351	946

Table 2. Selected sub-divisions of planning regions (*continued*)

	London Metropolitan Region (included in South East Planning Region)						West Midlands Conurbation (included in West Midlands Planning Region)		
	Greater London Council Area								
	Rest of GLC Area			Rest of Metropolitan Area					
	Number of Permits	Thous. sq. ft.		Number of Permits	Thous. sq. ft.		Number of Permits	Thous. sq. ft.	
		Gross	Relinquished		Gross	Relinquished		Gross	Relinquished
1965 August-December	61	609	319	71	804	150	10	46	14
1966	142	1,700	906	160	1,566	285	68	459	109
1967	172	2,039	717	185	1,638	326	46	520	129
1968	169	2,099	518	270	2,476	476	15 r	660 r	17
1969	196	3,637	832	82	1,957	364	17	555	—
1970	238	5,110	895	63	2,883	365	29	1,233	5
1965 August-September	29	287	179	30	194	22	—	—	—
4th quarter	32	322	140	41	610	128	10	46	14
1966 1st quarter	36	494	223	34	367	90	33	236	43
2nd quarter	27	303	208	39	420	57	15	79	19
3rd quarter	39	349	164	43 r	334	93	13	109	32
4th quarter	40	554	311	44	445	45	7	35	15
1967 1st quarter	52	704	230	54	743	78	15	104	2
2nd quarter	45	436	89	50	304	132	19	220	26
3rd quarter	43	443	279	33	220	28	8	114	58
4th quarter	32	456	119	48	371	88	4	82	43
1968 1st quarter	31	205	53	54	374	69	} 5	356	7
2nd quarter	53	909	180	61	682	211			
3rd quarter	39	626	225	87	654	103	6	79	7
4th quarter	46	359	60	68	766	93	4	225	3
1969 1st quarter	64	762	166	46	658	155	6	112	—
2nd quarter	44	937	248	13	565	71	2	136	—
3rd quarter	44	986	164	13	364	40	4	169	—
4th quarter	44	952	254	10	370	98	5	138	—
1970 1st quarter	36	337	114	9	270	10	6	273	—
2nd quarter	31	787	36	7	186	34	7	259	—
3rd quarter	114	1,585	125	27	1,636	274	12	507	—
4th quarter	57	2,401	620	20	791	47	4	194	5

In some instances in order to avoid the risk of disclosing details of individual applicants, figures for two consecutive quarters have been combined.
r Revised figures.

Table 3. Size analysis of permits

Thous. sq. ft.	Total									
	1966		1967		1968		1969		1970	
	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area
Up to 3	44	62	84	88	71	104	60	80	32	43
3-10	345	1,982	465	2,621	337	1,901	211	1,198	277	1,749
11-20	64	899	98	1,375	133	1,962	90	1,362	121	1,788
21-50	39	1,142	57	1,806	75	2,355	92	2,871	133	4,339
Over 50	15	1,451	23	3,281	45 r	7,530 r	71	9,658	130	18,372
Total	507	5,536	726	9,171	661 r	13,852 r	524	15,169	693	26,291
Average Area per permit		10·9		12·6		21·0 r		28·9		37·9

Thous. sq. ft.	South East Planning Region									
	1966		1967		1968		1969		1970	
	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area
Up to 3	37	52	78	79	70	103	57	76	29	40
3-10	258	1,498	325	1,836	331	1,862	206	1,166	272	1,714
11-20	53	755	67	912	98	1,424	67	997	96	1,414
21-50	34	1,014	34	1,128	54	1,687	70	2,173	112	3,612
Over 50	14	1,383	21	3,142	41	6,942	64	8,864	113	16,208
Total	396	4,702	525	7,097	594	12,018	464	13,276	622	22,988
Average Area per permit		11·9		13·5		20·2		28·6		37·0

Thous. sq. ft.	West Midland Planning Region									
	1966		1967		1968		1969		1970	
	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area
Up to 3	7	10	73	389	4	18	5	22	6	36
3-10	65	351								
11-20	8	98	16	237	20	297	10	160	13	189
21-50	4	103	14	450	6	203	13	424	12	446
Over 50	—	—			4 r	588 r	5	397	10	1,209
Total	84	562	103	1,076	34 r	1,106 r	33	1,003	41	1,880
Average Area per permit		6·7		10·4		32·5 r		30·4		45·9

Thous. sq. ft.	East Midland Planning Region									
	July-Dec. 1966		1967		1968		1969		1970	
	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area
Up to 3	—	—	49	284	—	—	3	14	14	187
3-10	15	94								
11-20			7	105	9	110	12	191		
21-50	4	124	5	145	9	288	10	642	9	281
Over 50			—	—					7	955
Total	19	218	61	534	18	398	25	847	30	1,423
Average Area per permit		11·5		8·8		22·1		33·9 r		47·4

Thous. sq. ft.	East Anglia Planning Region									
	July-Dec. 1966		1967		1968		1969		1970	
	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area
Up to 3	—	—	23	121	—	—	—	—	—	—
3-10	—	—								
11-20	8	54	8	121	9	153	2	43	—	—
21-50	—	—	6	222	6	177			—	—
Over 50	—	—			—	—	—	—	—	—
Total	8	54	37	464	15	330	2	43	—	—
Average Area per permit		6·8		12·5		22·0	—	21·5		—

In some instances, in order to avoid the risk of disclosing details of individual applicants, figures for consecutive size groups have been combined.
r Revised figure.

NOTES TO TABLES

Commencement of Controls. In the London Metropolitan Region the control began in August 1965, but with retrospective application to November 5, 1964 for some projects, as explained in the first Annual Report by the Board of Trade under the Act; this report was referred to in the *Board of Trade Journal* of August 5, 1966, page 324. The West Midlands Conurbation was brought within the control from August 14, 1965, while the parts of the South East and West Midland Planning Regions not already controlled and the whole of East Midland and East Anglia Planning Regions came under control of July 21, 1966.

Removal of Controls. From February 25, 1969, the East Anglia Planning Region and the predominantly rural areas of the West Midlands and East Midlands Planning Regions were excluded from control. The remaining areas of the West Midlands and East Midlands Planning Regions were excluded from control on December 16, 1970.

Changes in exemption limit. From July 27, 1967, the exemption limit for permits was raised from 3,000 square feet to 10,000 square feet except in the Metropolitan Region. From February 25, 1969 this change was extended to the areas of the Metropolitan Region outside Greater London. The exemption limit in Greater London was raised to 10,000 square feet from December 16, 1970.

Modification of Control. From April 1, 1969, office development permits were in most cases no longer needed for developments within the curtilage of an industrial building for which an Industrial development certificate was issued. The figures for the year 1968 included 168 permits of this type, with gross area 2,485,000 square feet (18 per cent of the total area of permits issued) and an area net of relinquishments of 2,103,000 square feet (24 per cent of the net total).

Definitions of areas. The planning regions correspond to the new standard regions for statistical purposes as defined in the *Board of Trade Journal* of December 31, 1965, page 1567. Central London is the Greater London Conurbation Centre, as defined in the General Register Office Census 1961 County Report: London. The Metropolitan Region, an area of some 40 miles radius from the Centre of London, is defined in Schedule 2 of the Control of Office and Industrial Development Act, 1965. The West Midlands Conurbation is defined in the Control of Office Development (Designation of Areas) Order, 1965 as amended by the West Midlands Order 1965 (page 406, *Board of Trade Journal*, August 20, 1965).

Area relinquished. Comprises office floor space relinquished for demolition or change of use to non-office uses.

Exhibitions and Fairs

'Bullseye' for British sporting goods in the United States

A report from P. W. D. Nessling, British Consulate-General, Chicago

THE 42ND ANNUAL National Sporting Goods Association Convention and Show took place in Chicago's new $95 million exposition centre on the lakefront, McCormick Place, from February 7-11. This event is claimed to be the largest sporting goods trade show in the world.

Twenty-seven firms participated in a joint venture, which was organized by the Department of Trade and Industry, the Camping Trades Association and the Federation of British Manufacturers of Sports and Games.

In a floor space area of 600,000 square feet – on two levels – there were more than 1,200 exhibitors displaying some 1,600 lines. As on previous occasions, the show was crowded and a good deal of interest was shown in the British exhibitors, whose displays compared most favourably with American and European competition. This year's attendance figures were up 20 per cent to 28,422 persons.

Retail sales figures for sporting goods indicate steady growth for the past two years, and figures are detailed below:

Year	Volume in $	% Increase
1969	4,077,500,000	10% over 1968
1970	4,595,400,000	8·3% over 1969
1971 projected	4,979,700,000	8·3% over 1970

During the show many agency agreements were made and valuable sales transacted. Some individual British concerns reported chalking up sales to the value of nearly $240,000 each, and in many cases there should be sizeable orders following. One American agent indicated importing more than $1 million worth of British equipment during 1970.

Good coverage

The interest shown by the American public in sporting goods is admirably illustrated by the television and radio exposure given to the British exhibitors, who were enthusiastic over the reception that they received from the news media.

Mr. Barry Twomlow, darts champion of England and Wales, again took on all comers, devastating the opposition with his artistry. His appeal, together with the rapid growth of darts as a popular indoor sport, culminated in his participation as a guest on the nation-wide Dick Cavett television show.

A reception given by the Consulate-General encompassed buyers, American representatives, British exhibitors and the trade press. The reception generated a great deal of interest and provided a useful forum for general and specific discussion.

Mr. Alan Rothnie, H.M. Consul-General, visited all the British stands on both levels and discussed the show, its new location and general trade matters with our exhibitors.

Expanding market

Professor Irving Schweizer of the Graduate School of Business, University of Chicago, has estimated that personal disposable income for 1971 is $722 billion, or about a 6·4 per cent gain over the 1970 figure. His figures, plus the increasing amount of time available to Americans for leisure activities, indicate that the United States is a market that cannot be ignored by manufacturers who are bent on increasing their sales volume. This is emphasized by the large numbers of overseas exhibitors who participated in the show.

The Sporting Goods Show, with its international flavour, is a must for progressive exporters. It is hoped that next year's show, to be held at the same location from February 13-17, 1972 will have an even larger British participation.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in* Trade and Industry.

Sir John Eden's visit to Swiss exhibitions

SIR JOHN EDEN, Minister for Industry, was expected to visit the International Exhibition of Industrial Electronics (INEL) and the International Exhibition of Medical Electronics and Bio Engineering (MEDEX) in Basle on March 9.

Thirty British firms are exhibiting at INEL and six at MEDEX in joint venture displays organized by the Department of Trade and Industry and the British Electrical and Allied Manufacturers' Association. These displays form part of the major British trade drive in Switzerland this year. At both events British exhibits include highly specialized products and techniques such as microscopes, analytical equipment and a wide range of electronic instruments and equipment in the industrial field.

The exhibitions are being staged in the Halls of the Swiss Industries Fair, Basle from March 9 to 13.

● The clothing industry makes an important contribution to the economy of the country. It is a big employer in its own right. And the British textile industry, also a very large employer, depends upon its successes. Between them, textiles and clothing constitute the fourth major industrial group in the country. This view was expressed by Sir John Eden when he opened IMBEX '71 – the International Men's and Boys' Wear Exhibition – at Earls Court on March 1:

'In its international ramifications the industry is also very considerable. Competing styles and qualities, as well as the relentless pursuit of low-cost production, demand constant vigilance and effort from our own industry. The challenge is a real one, but so are the opportunities.

'The industry I know already recognises that its future is inescapably part of the international scene.

'It is for that reason especially that we welcome traders and exhibitors from overseas. Their presence enriches the Exhibition and confirms London as a major centre of world fashion.

'In every advanced market of the world, there are new openings to be developed and new customers to be won. For the British clothing industry this is particularly true and some of the most exciting prospects are closely adjacent to us in the other countries of Europe.'

Mr. Alan Rothnie, HM Consul General (right) discusses a point with Mr. R. W. Boomer, export director of Slazenger, during the National Sporting Goods Association Convention and Show, Chicago.

A businesslike opening to the Kuwait trade drive

A report from Roger Newell, Second Secretary (Commercial), Trade Commercial Department, British Embassy, Kuwait.

THE BRITISH Trade Drive in Kuwait during 1971 gathered momentum when its first major event, the Exhibition of Office Machinery and Equipment, took place at the Hilton Hotel (January 24-28).

The exhibition, a joint venture between the Department of Trade and Industry and the Business Equipment Trade Association, covered 6,960 square feet of the first floor terrace of the hotel, the first time this area had been used for exhibition purposes. The attractive stands, which were designed by the Central Office of Information, generated considerable interest even prior to the official opening.

His Excellency Shaikh Abdulla Jaber Al Sabah, the Kuwait Minister of Commerce and Industry, opened the exhibition in the company of the British Ambassador Mr. A. J. Wilton. Members of the Embassy staff, and representatives of the Department of Trade and Industry, and the British National Export Council were present.

Miss Brenda Wheeler, the British Miss Office World, added glamour to the exhibits.

The opening ceremony was followed by a reception at the British Embassy attended by members of the Diplomatic Corps and leading Ministry officials. 1,500 people visited the event during its four days of public showing and the 10 exhibiting firms were impressed with the high proportion of serious business inquiries.

New products

Invitations to attend the exhibition had previously been issued by the British Embassy in Kuwait to leading local merchants and important firms in the surrounding Gulf States. Although a number of participants were exhibiting for prestige reasons in a market in which they were already well established, several companies were seeking to find agents and introduce new products.

All of the latter companies succeeded in making suitable arrangements and one company appointed agents in Kuwait, Qatar and Iraq during the course of the exhibition.

Business worth £13,000 was written during the event and it was estimated by the participants that a further £120,000 worth of business would be obtained during 1971 as a direct result of exhibiting.

Of the individual companies taking part Norwood Steel Equipment Ltd. created a considerable impact with their range of steel office partitioning and succeeded in appointing an agent, while the attractive Rotoprint stand was always actively engaged. The sole photocopier on the Gem Photocopying stand was sold prior to the opening of the exhibition and this exhibit was certainly one of the most successful items on display.

The impact which the exhibition created in Kuwait may be judged by the coverage of Kuwait Television News, whose three minute film showed the opening ceremony and the visit of the Kuwait Minister of Commerce and Industry to the exhibition.

It was regrettable that only a small range of British office machinery and equipment was on display, but nevertheless this businesslike opening of the British Trade Drive in Kuwait during 1971 augurs well for events later in the year.

Mr. Roger Llewellyn, the regional representative of Block & Anderson, looks on as some Kuwaiti visitors make an inquiry during the Exhibition of Office Machinery and Equipment.

Six-figure orders notched up at Copenhagen men's International fashion fair

A report from the British Embassy (Commercial Department), Copenhagen

MEN'S FASHIONS in all their new found peacock splendour hit Copenhagen with a bang recently and some of the most sensational gear came from British manufacturers. The occasion was the 2nd International Menswear Fair, a bustling, swinging event where hot-panted hostesses found it difficult to distract attention from king size checks, dazzling figure-hugging shirts and ties that made shirts superfluous.

This 'happening' took place from February 21-23 in the Mart, a modern six-storey purpose built fashion centre offering permanent and temporary showroom facilities to the highest Scandinavian standards.

Twenty-two imaginative British companies were showing in the international section, 16 of them brought together by the Clothing Export Council helped by the Department of Trade and Industry.

Also conscious of the importance of the Scandinavian menswear scene were 35 West German exhibitors and manufacturers from Austria, Holland and Switzerland.

Running alongside the International Fair, but on separate floors, was the Scandinavian Men's Wear Fair with a wide range of manufacturers from all Scandinavian countries.

Special tribute

Tributes to the smooth and successful organization of the event were paid by CEC's Peter Randall and by many of the exhibitors.

Between 4-5,000 eager trade buyers from Northern Europe and the United States attended the show.

British visitors notched up six-figure orders and Fantasi Fairs Ltd. and the Scot Lester organization were not the only exhibitors from Britain who went home feeling that their journey had been well worthwhile.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address

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British fashion again on show at Turin trade fair

A report from A. C. Baker, Acting British Consul, Turin

BRITISH FASHION was again on display in Italy when the 32nd Turin International Fashion Fair – SAMIA – was held from February 5-8.

Evidence of the growing importance of SAMIA is shown by the increased number of buyers, with attendance records again being broken. Wide ranges of ready-to-wear clothing for men, women and children, including underwear, knitwear and accessories were shown.

This was the fourth consecutive appearance of a large group (22 this time) of British firms participating under the sponsorship of the Department of Trade and Industry and the Clothing Export Council. The British ready-to-wear clothing industry was to the fore in showing a wide range of their latest collections, which received justified admiration for their quality, prices and modern styling.

This year the boutiques had been constructed, and the stands erected, by a British firm – Osters & Fleming. The striking design and attractive decoration of the boutiques and stands were much admired and received very favourable comment.

Punctual delivery

Although conditions were not considered auspicious many of the British firms, after a slow start, maintained or nearly maintained their sales of previous attendances. F. J. Bacon Ltd., were once more successful with their kilts, receiving compliments from their clients for their punctual delivery and impeccable merchandise.

Skinflair's avant-garde styled skins again attracted attention. And the fun-furs of Goodkind of Mayfair appeared to be popular among the Italian and foreign buyers, while the young trendy dresses and sportswear of Miss Impact and Miss T (Taramina Textiles Ltd.) brought many buyers to their stands.

The Clothing Export Council stand was manned throughout by Miss Ruth Mindel of the Council; she and her two Italian assistants received numerous inquiries about the British ready-to-wear clothing industry.

Changing fashions

With fashions changing so rapidly at the present time it was perhaps not surprising to have found a certain reticence amongst buyers about placing orders too far ahead of the season; this trend was noticed by other exhibitors and not only by the British group. Thus not a few of the British participants have good reason to expect that further orders will follow. The occasion also served to renew acquaintances and to observe how fashions and styles were running.

In his opening address the president of the Fair suggested that the theme of this February's fair should be described as Faith. This was certainly reflected in the wide range of both classic and modern styled British ready-made clothing on display.

The Crochetta stand at the Turin Trade Fair attracted the interest of a considerable number of buyers. Here, detailed discussions are in progress on the stand.

Teach-in planned for Winex '71

A SPECIALIST wine exhibition – WINEX '71 – takes place at the New Horticultural Hall, Westminster from June 28-July 1.

Among those who will be showing are growers, shippers, importers, manufacturers and suppliers of glasses and bottles, dispenser equipment, closures, labels, promotional sales aids and cigars.

Specialist emphasis will be laid on marketing and point-of-sale aids and a teach-in is planned on salesmanship and promotion.

ADVERTISEMENT INQUIRIES FOR 'TRADE AND INDUSTRY'

*Inquiries concerning the insertion of advertisements in Trade and Industry should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.*1 (01- 348 9876, *Ext.* 6147).

Potential orders for British products 'very satisfactory' at Microtecnic '71

A report from the British Consulate-General, Zurich

THE SECOND International Trade Fair for High Precision Techniques, Dimensional Measurement and Control – 'Microtecnic '71 – was held at the Zuspa permanent exhibition centre in Zürich from January 28-February 2.

Covering a total area of about 12,000 square metres in three large exhibition halls, there were some 180 exhibitors showing the products of about 300 manufacturers, many of international reputation, from 13 countries.

As its name suggests this is a highly specialized exhibition of measuring and testing instruments, precision tools and machines, equipment and components. Most of the 14,500 people attending were trade visitors, about 50 per cent of whom came from European countries other than Switzerland. A few came from as far afield as the United States, Japan and Brazil.

British exhibitors numbered 31, of whom 11 were members of the British Gauge and Toolmakers' Association participating in a joint venture scheme sponsored by the Department of Trade and Industry. Three British companies exhibited on their own, and the other 17 through their Swiss agents.

All British exhibitors were very satisfied with the number of trade inquiries received, and the potential orders booked for processing. There was clearly a keen interest in British products with Swedish, Spanish, Italian and other trade visitors in some cases placing firm orders. In all, British exhibitors thought participation well worthwhile, and practically all of them plan to show again in Microtecnic '73.

Competitive market

The market for the specialist equipment on display is a highly competitive one, not only in Switzerland where the indigenous industries concerned are strong, but in many other parts of Europe as well.

Some British companies not already represented in Switzerland, however, had inquiries not only from Swiss firms interested in acting as local distributors and agents, but also from would be agents in other European countries. There is no doubt that this exhibition has established itself as an important international event, which merits participation of British companies in the trade.

The British joint venture stand was praised by visitors and exhibitors alike. It was extremely well designed, with good lighting effects, and equipment and machines on display stood out extremely well. It was the only joint national display, and the Central Office of Information are to be congratulated on its design. Members of the British Gauge and Toolmakers' Association experienced no problems or technical difficulties in moving in and rapidly setting up their displays.

Some of the British exhibitors outside of the joint venture scheme, such as Rank Precision Industries, and Ferranti, also had impressive stands which attracted many trade visitors.

The professional effort put into this highly specialized exhibition by the Gauge and Toolmakers' Association and other participants was indeed admirable.

Earthquake blamed for 20 per cent drop in attendance in NEPCON-WEST

A report from N. R. Sutherland, British Vice-Consul (Commercial), British Consulate-General, Los Angeles.

EVERY BRITISH exhibitor arose at exactly the same time on the opening day of the National Electronic Packaging Conference and Exhibition – 6.01 a.m. Pacific Standard time, Tuesday, February 9. However, this uniform awakening should be credited not so much to the enthusiastic anticipation of the trade show but to a severe earthquake which shook the Los Angeles area for over a minute, and resulted in 21 smaller 'quakes in the course of the week.

Although no structural damage occurred in Anaheim, which is located approximately 50 miles from the epicentre of the earthquake, Nepcon was affected by a drop in attendance of about 1,500 to 2,000 visitors on opening day according to the show organizers.

This 20 per cent drop in attendance at Nepcon-West and its new sister show, the Semiconductor/IC Conference and Exhibition which ran concurrently with it in an adjoining hall at the Anaheim Convention Center, got things off to a slow start.

Coupled with the current economic downturn in the United States the prospects for Nepcon West and its sister show did not appear optimistic on opening day for the 13 British companies who took part in the joint venture sponsored by the Department of Trade and Industry and British National Export Council.

However, in spite of these difficulties the show was judged highly successful by the British contingent, most of whom were of the opinion that the quality of visitors was higher than in previous shows. This paradoxical situation may be explained by the fact that those who came to the show were sincerely interested in new products and the 'tourists' were kept away by pared company budgets and concern over the earthquake, the threatened dam in the San Fernando Valley and the evacuations there.

In contrast to the decline in attendance, the organization of the show was smooth and efficient. None of the British firms experienced difficulties in setting up their stands.

Successful show

Mr. Graham Ratcliff, export manager of Jermyn Industries summarized the feelings of most of the British exhibitors when he stated: 'This is a very good show indeed and is just the right sort and size to attract the type of visitor we were seeking – we got what we came for.'

In fact, with only one exception, all the British firms achieved their objective whether they were looking for agents, distributors, exposure, sales or licensing arrangements.

With respect to the recession in the electronic industry, Mr. Milton S. Kiver, Editor and publisher of *Electronic Packaging and Production* and conference chairman of Nepcon said: 'The recession has bottomed out. The emphasis is away from the military and more towards the industrial and commercial markets, consequently prices are becoming more critical. The West Coast has been hit somewhat harder than the East Coast because of the aerospace concentration, but in the long run this will be advantageous to suppliers of production equipment since the diversification required to meet the changeover will result in greater market for this equipment.'

Other companies who participated at Nepcon-West were, Badalex Ltd., Image Analysing Computers Ltd. Jidenco Products Ltd., Midland Silicones Ltd., Pictorial Machinery Ltd., Procirc Co. Ltd., Redac Software Ltd. Research Instruments Ltd., S.D.C. Electronic (Sales) Ltd. Unimatic Engineers Ltd., and Vero Electronics Ltd.

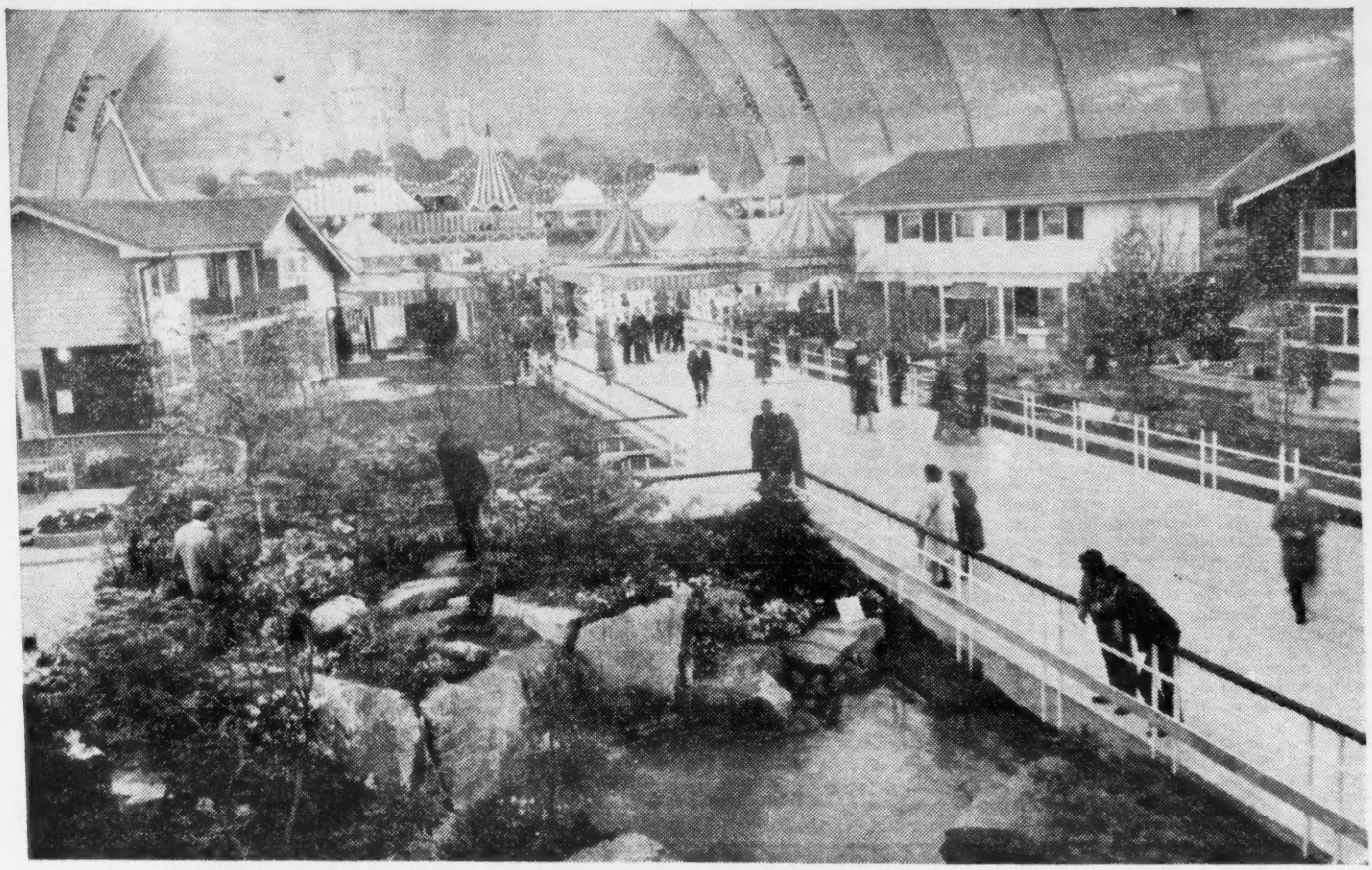
The British Industry Information stand was staffed by officers from the British Consulates General at Los Angeles and San Francisco, who were kept busy answering inquiries for the run of the show.

The British Wool Textile Industry has launched its 1971 identification campaign in France. At a reception given by Mr. Philip Given of the British Embassy, Paris, on February 24 to 50 of France's leading importers of British wool cloth, Mr. Donald A. Robinson, European promotion manager of the National Wool Textile Export Corporation, Bradford, discussed the Corporation's promotional plans for 1971. Highlights of the campaign will take the form of a British sales fortnight (October 1-16) at 'Parly 2', the sophisticated new shopping centre on the outskirts of Paris, being organized by the British Embassy, and a window-dressing competition involving the best of the men's outfitters in almost every large town in France. Seen here are Mr. Donald A. Robinson, Mr. Philip Given and Monsieur Rica-Levy. (M. Rica-Levy is President of the Clothing Federation of France).

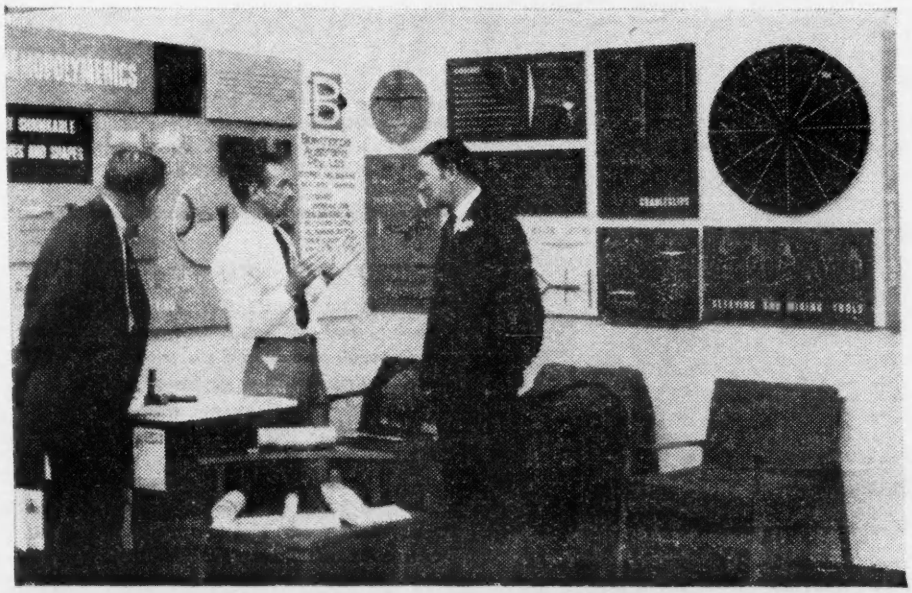
Mr. A. A. E. Franklin, British Consul-General at Los Angeles (left) in discussion with Mrs. Tom Gilbert, director, Elite Engineering Ltd., at the National Electronic Packaging Conference and Exhibition, Anaheim, California.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146).



Considerable changes have been made in the general pattern of this year's 'Daily Mail' Ideal Home Exhibition, at Olympia (March 2-27). The general ground plans have been drastically redrawn, and it is immediately noticeable that many of the traditional features are not in the same places. Instead of awkward 'side streets' and corners, a 300ft. long boulevard sweeps right through the Grand Hall to the West Hall. Straight 'roads' link National Hall, Grand Hall and Empire Hall. It is easier to find your way about. Colour identification has also been introduced. This is the 48th exhibition in the series since its start in 1908. The extent of the exhibition's success can be read in the figures an average annual attendance since 1947 of 1,115,788, and increasing trading done in purchases and orders now estimated to total £80 million at one show.



High calibre audience attracted to Cetia '71

A report from the British High Commission, Sydney

THE CETIA 1971 exhibition in Sydney (February 15-19) provided a very useful platform from which to promote British electronic equipment, components and control instrumentation.

Organized to coincide with the various symposia embracing 'Management and Equipment for the Laboratory', 'The Advance of Process Automation in Industry', 'The Seventies – The Electronic Decade' and 'Automotation Through Fluid Power', the Cetia 1971 exhibition attracted a high calibre audience.

It is estimated that about 7,000 people

A general view of the Bowthorpe Hellermann stand, part of the London Chamber of Commerce joint venture display, of the Cetia '71 Exhibition. In our picture, Peter Molloy, of Bowthorpe, Australia Pty. Ltd., explains product applications to Mr. R. E. Gamble, Counsellor (Commercial) of the British High Commission, Sydney Office.

visited the Sydney showground for the display and that only 10 per cent attended as participants in the symposia proceedings.

By comparison with the Cetia 1970 Exhibition in Melbourne, Cetia 1971 in Sydney attracted fewer visitors.

The displays by private organizations were supported by exhibits of telecommunications equipment shown by the Australian Post Office. The topical subject of Nuclear Power from the proposed development at Jervis Bay in NSW was featured by the Australian Atomic Energy Commission.

Joint venture

The only exhibit of national character was the Department of Trade and Industry sponsored London Chamber of Commerce joint venture embracing two main stands which occupied the central position in the display hall.

One complete stand presented a collective display of British products from eight manufacturers all represented in Australia by a leading electronic equipment agent, Jacoby Mitchell & Co. Pty. Ltd.

The remaining eight exhibition booths presented individual exhibits by British companies and their agents, together with the London Chamber of Commerce information booth operated by Mrs. K. Jory.

Products displayed by the British exhibitors ranged from miniaturized switches and relays, components for electronic, scientific and telecommunication instruments, to sophisticated instruments of the analytical, measuring, testing, digital metering and pulse generating types.

All exhibitors reported a high firm inquiry to general interest inquiry ratio. For the exhibitor not represented in the market participation allowed them to obtain a general feel of the market requirements and to judge the standard of scientific knowledge apparent in Australian industry.

No major sales were reported from the Cetia '71 exhibition but all joint venture exhibitors are confident that business will result from this show.

Organizers and dates for Paris textile machinery show

THE DATES of the Paris International Textile Machinery Exhibition (Programme of Trade Promotions, Trade and Industry, March 3), should be amended to June 22-July 1, 1971. Inquiries should be addressed to the British Textile Machinery organization (TREX), 447-451, The Royal Exchange, Manchester 2.

Colour blocks: *The Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available for front cover illustrations. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Considerable optimism for future sales expressed at Montreal toy fair

A report from the British Government Office, Montreal

THE OPENING of the 31st Annual Canadian Toy Fair (February 14-19), took place as a severe blizzard was dumping over 12 inches of snow on the streets of Montreal. The storm did not disrupt the build-up of the exhibition which was virtually complete, but attendance of buyers on the opening day was drastically curtailed by the impossible traffic conditions.

By Monday, traffic conditions were near normal and toy buyers attended the show in force. Preliminary indications are, however, that there will have been a slight overall drop in attendance from previous years.

The group exhibit of British toy manufacturers which was organized as a joint venture between the British Toy Manufacturers' Association and the Department of Trade and Industry was located in the Eastern section of Concordia Hall, Place Bonaventure. Other venues used by members of the BTMA included permanent showrooms in the Place Bonaventure Merchandising Mart above the exhibition hall, and two downtown hotels.

There were 135 exhibitors in the Canadian Toy Fair and 29 of these were either British manufacturers or local Canadian companies exhibiting British toys. Twenty-four of these companies were incorporated in the British group showing which was co-ordinated by Mr. John Glanfield of the BTMA who manned the British information booth throughout the exhibition.

There was a very wide selection of British toys on display, ranging from highly sophisticated items as exemplified by the real mink bear ('Minkie') to the time-proven items such as kites, skipping ropes, etc. The greatest concentration of toys in the British section was not unexpectedly in die-cast models which account for the major share of British toy exports to Canada.

Optimistic future

Experience of individual British manufacturers varied: a few expressed keen satisfaction with business conducted, while others felt that inquiries received would result in valuable orders later. There seemed to be considerable optimism amongst both British and Canadian exhibitors over likely market conditions in 1971 and strong hopes that sales would be considerably higher than in 1970 which the toy industry did not consider to be a good year.

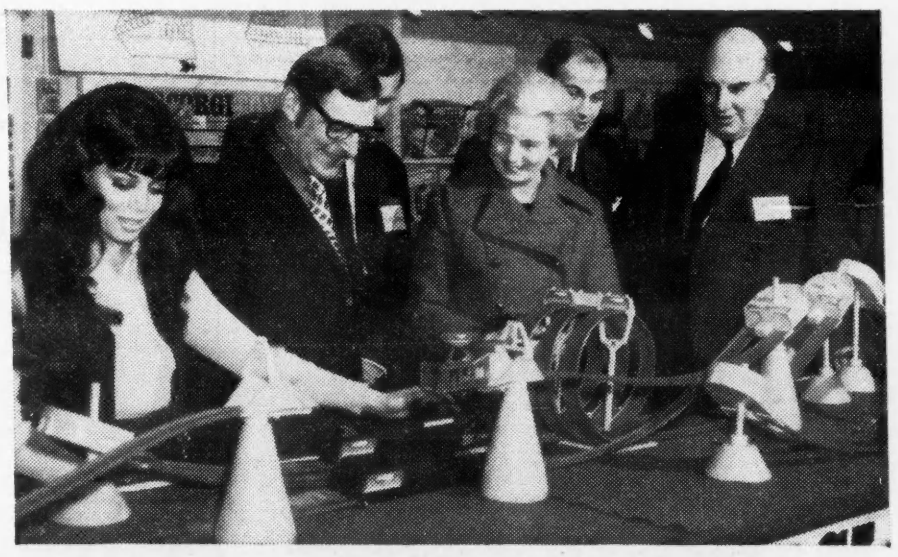
On February 16, the British exhibitors had a visit from the British High Commissioner to Canada, HE Sir Peter Hayman and Lady Hayman. His Excellency was very favourably impressed by the British group exhibit, and said he considered it to be the most colourful and best organized exhibit in the Concordia Hall.

The British group is the only non-Canadian group of exhibitors currently allowed to exhibit in the Canadian Toy Fair. Exporters from other countries and some additional British manufacturers have their toys displayed by importers and agents who participate in the Canadian Toy Importers' Show which runs concurrently at Le Martinique Motor Hotel in downtown Montreal. Some 55 exhibitors showed a wide range of toys at this show.

International flavour

The executive of the Canadin Toy Manufacturers' Association has made an import policy decision regarding future shows. They have made a firm commitment to rent the larger Western Concordia Hall for future events and have asked the Canadian Toy Importers' Association to bring its members into the Canadian Toy Fair, which will then become an international show.

It is hoped that this offer will result in a concentration of exhibitors in the Place Bonaventure complex and so make the nnual toy fair more attractive to buyers who are currently estimated to write close to 50 per cent of their annual orders at the Montreal shows. The effective fusion of the two shows would undoubtedly benefit British exhibitors in permitting a greater concentration in one venue.



Miss Judy Henderson demonstrates a toy for the amusement of (left to right): Mr. Wilfred Defoy, toy fair manager; Mr. John Glanfield, of the BTMA; Lady Hayman, Mr. Peter Katz, of Mettoy Playcraft; and the British High Commissioner to Canada, Sir Peter Hayman.

Influential buyers look-in on Nairobi machinery show

A report from the British High Commission (Commercial Department), Nairobi

KENYA'S SECOND five-year development plan, which was published late in 1969, envisages an increase in industrial output of over 70 per cent by 1974. This will require a total invesment of about £100 million which obviously represents a useful target for British exporters of machinery to aim at. It led to the decision to stage a joint venture exhibition of British machinery in Nairobi. Sponsored by the British National Export Council (Africa), it was held from January 25 to 29.

Twenty firms took part, fully occupying the 14,000 square feet of space available at the Nairobi City Halls. Apart from extensive advertising in the press, television and radio, the pre-Show publicity included a comprehensive mailing of catalogues and invitation cards to all business firms in Kenya and a considerable number in neighbouring territories.

Perhaps as a result of this, attendance was surprisingly high for an exhibition of this nature, the Halls appearing busy at most times of day. More important than sheer numbers, however, was the quality of the audience, which included numerous influential buyers from both Kenya and nearby countries.

First view

The largest single exhibit was a complete cashew nut processing plant which was shown for the first time anywhere in the world by Sturtevant Engineering Ltd. Developed by the Tropical Products Institute, this machine has considerable potential in countries which produce these nuts because of its adaptability and low unit cost. A number of promising inquiries were received by the manufacturers.

Many machines were sold off the stands during the Show. Amongst the more interesting of these was another new machine developed by Gunson's Sortex Ltd. for the sorting of small grains such as rice. Multico Woodworking Machine Sales Ltd. included a machine for drilling square holes in wood. They got off to a good start by selling some machinery to the contractors who were erecting the exhibition, and within two days they had sold all the machinery on the stand.

Meyer Dumore International Ltd. who brought two large bottle handling machines disposed of both of them during the course of the exhibition, and reported that they would have a busy time following up the other inquiries that they had received.

Many firms such as GKN, Redler Conveyors, Link 51 and Reynolds Chains showed products and systems which form an integral part of a larger development.

Useful boost

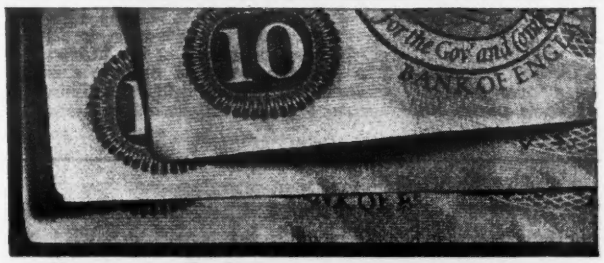
It is always difficult to quantify the results achieved by an exhibition of this nature, especially immediately after closing time when the inquiries received have not been followed up. It is certain however, that the total value of inquiries exceeded £1,000,000 and that the long term effect will be to give an extremely useful boost to British machinery sales in this market.

One indication of the success of the Show was that, out of 14 exhibitors canvassed, 12 said that they would be interested in taking part in a similar event in a year or so, and a number said that they would like to see the size and the scope of the exhibition increased.

One or two criticisms were made about the inadequate area available for the exhibition, and the need to expand this and widen the scope of future exhibitions in view of the potential market which was exposed by this joint venture.

On Burns and Blane Ltd. stand at the British Machinery Exhibition, Nairobi, the Kenyan Minister of Commerce and Industry, The Hon. James Osogo, shows interest in a Sharples tea-sifter. It is being demonstated by Mr. P. J. Nicholas, the firm's general manager. (Photograph by courtesy of the 'East African Standard.')

Unfortunately, the first criticism is hard to satisfy, for as yet no larger premises exist in East Africa. The answer to the latter depends upon the exhibitors themselves. If the exhibition has been the success indicated by preliminary results, we hope that they follow up the contracts made, consolidate their positions, and tell other (presumably non-competing) business colleagues that there is a growing, ambitious and worthwhile market in East Africa for goods which will assist the development of the area.



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VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at either the Regional Office covering their area or Export House, 50 Ludgate Hill, London, EC4M 7HU). The DTI, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the DTI require, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature, relating to the product which the businessman is proposing to sell.

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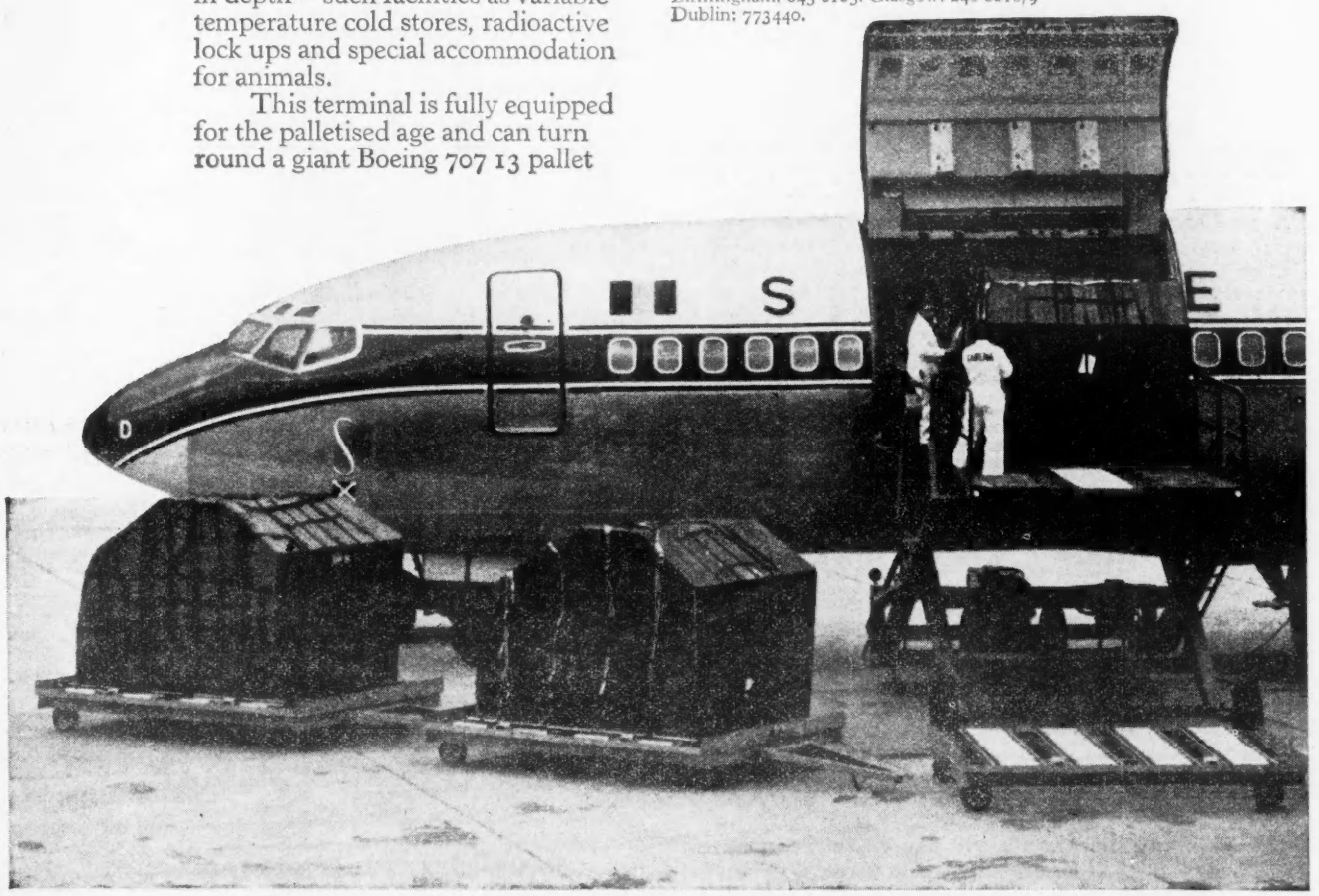
SABENA

London: Skyport 7290/1. Manchester: Mercury 1542. Birmingham: 643 6105. Glasgow: 248 6018/9 Dublin: 773440.



Overseas Trade and Exports

What the Swedes think of British exporters

By J. I. McGhie, Counsellor Commercial, British Embassy, Stockholm

I THINK British exporters to Sweden can look back on 1970 as an encouraging year, with sales to the market up by 20.9 per cent over 1969 to reach a record total of £364.1 million. At the same time there is no room for complacency. Our share of Swedish imports has remained stationary at 13.8 per cent; Germany has maintained her 18.8 per cent share. Competition from all sources is fierce and although Germany remains our biggest competitor a longer term threat is developing from Japan. The following Japanese firms have or are about to establish sales subsidiaries or other representation in Sweden: Hitachi, Mitsubishi, Mitsui, Marubeni-Iida, C. Itoh, Sumitomo, Missho-Iwai and Ataka. They will provide a formidable challenge.

In 1970 per capita purchases by Swedes of British goods amounted to a staggering £45 (compared with £6.4 per capita British purchases of Swedish goods).

The Swedish price freeze has recently been relaxed (see *Trade and Industry*, March 3, 1971). Meanwhile, the impetus given to British consumer goods by the 1970 programme of shopping weeks in Lulea, Garle and Hälsingborg continues. It is reasonable to expect further increases in our sales of consumer goods to Sweden which reached some £75 million in 1970. But it is in the capital goods sector that British hopes of substantial gain should lie.

A number of very large new investment programmes have already been reported in the Export Intelligence Service: Volvo (SKr.83 million), OK Refinery (SKr.270 million), Halmstads Jernverk (SKr.41 million), Sydkraft (SKr.1,700 million over five years), LKAB (SKr.200 million), Dow Chemical (SKr.20 million) – a few samples picked at random. How can we get a bigger share of this and similar business? How can we become even more effective in the market? How does our export performance compare with that of our principal competitors? We all have views on these questions but what do the Swedish customers say?

Oil burners (Uppsala)

'British prices favourable . . . West Germany increased their 20 per cent'

Machine tool importer (Varnamo)

'Long delivery time from Germany . . . they are learning quickly in England . . . and have a chance to improve their reputation'

Submersible pumps (Norrköping)

'Extremely satisfied with machine tools service and spares from – British firm'

King Gustav Adolf of Sweden being greeted by the author during his visit to the British stand at the Elmia Agricultral Fair last year.

This is encouraging, BUT:

Mechanical equipment (Nyköping)

'Unable to entice (British) sales director to Nyköping despite a SKr. 2 million contract, to study their problems and iron out delivery flows'

Light Engineering (consumer durables) (Huskvarna)

'British suppliers give us more problems than Italian, German, Scandinavian and Finns put together. Very dissatisfied with shipping/air freight arrangements between United Kingdom and Sweden'

Mechanical engineering (Jönköping)

'Deliveries from United Kingdom so acute two years ago have had to lay in a buffer stock – this is still growing'

Brewery (Grangesberg)

'Erratic delivery of tins from United Kingdom on one occa-

Not all foreigners understand English. They'll appreciate it and so will you—in more business — if you address them in their own language.

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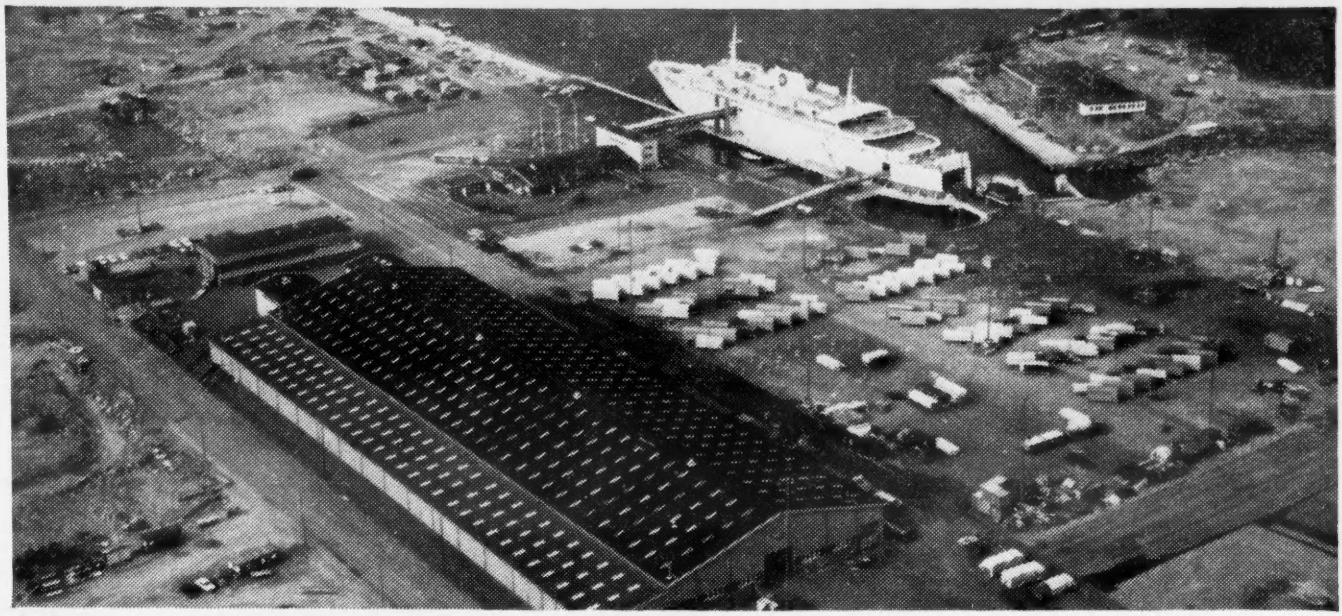

There are plenty of good shipping services between Britain and Sweden. Picture shows the Swedish Lloyd Gothenburg Container Terminal, which ensures speedy and efficient handling of exporters' goods.

sion lost 500 gallons of beer . . . may reluctantly seek an alternative source'

Shipbuilders (Amal)

'Have found United Kingdom suppliers dependable on quality but highly undependable on delivery'

Other supporters of British industry say:

Electrical apparatus (Nyköping)

'We are becoming more attracted to British sources of supply; prices were good and quality excellent. Germans getting dearer and delivery dates longer (nine months compared with 2½ for British) but they still have fears engendered by labour situation in United Kingdom'

Commercial lawn mowers (Stockholm)

'An excellent firm to deal with . . . absolute tops'

Rototillers (Stockholm)

'. . . produce the most reliable and one of the cheapest machines on the market'

Wholesale groceries (Norrköping)

'No complaints – a very different picture from my last visit in 1968'

Chocolate factory (Kalmar)

'Contacts with British suppliers well established . . . studying British methods of manufacture . . . installing more British machines'.

Refrigeration equipment (Norrköping)

'Excellent contacts and thoroughly satisfied'

And, finally returning to the other side of the coin:

Importers of tools and industrial accessories (Karlstad)

'British manufacturers and their local agents are too inactive in Sweden. Five German visits for every one from Britain'

Flooring systems manufacturer (Sundsvall)

'Forced to break connection with a British supplier in 1968 *owing to very unreliable deliveries'*

Printing and bookbinders (Borås)

'German and Italian marketing methods are more sophisticated than British'

Candle and soap manufacturer (Gävle)

'Ceased to buy machinery from one British manufacturer owing to lack of supply of spare parts'

Cereal manufacturer (Uppsala)

'Now buying one product from West Germany instead of the United Kingdom as United Kingdom supplier does not have sufficient productive capacity'

Large foundry (Katrineholm)

'German machinery bought which was expensive because German companies and agents were better known'

Finally my own views on some important aspects of exporting in Sweden:

British marketing performance is improving

The number of British firms who are making a serious marketing effort has increased and there are many, many satisfied customers *but* our sales force is still inadequate and in large areas the market is underexploited. (Some firms we visited had not seen a British representative for years. Others claimed that German salesmen out-numbered British by 10-1.) Several Swedes thought we should have more United Kingdom marketing companies, led by a British director with Swedish assistants.

Deliveries

The British record is improving, but 1970 produced the usual crop of horror stories some of which originated in sheer carelessness in making transport and forwarding arrangements ('Goods sent from Nottingham to London and back to Hull – boat missed. Deliveries from United Kingdom three weeks: from Portugal eight days').

Communication and responsiveness have improved but some British firms (including alas at least one world famous company) fail to answer telexes, fail to visit agents and their large clients or adopt an aggressive attitude about complaints. Swedes never fail to emphasize that they wish to deal with reliable suppliers who are looking for a continuing business relationship.

Professionalism

Swedes pride themselves on their professional approach to business. More attention to market research, advertising design, Swedish fashions and foibles, and to the Swedish passion for safety, would pay dividends in terms of trade, and more so in terms of the British image.

INDEX OF REGULAR STATISTICS

When did Trade and Industry *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Australia: Waiver of British preference

AN ARTICLE published in the *Board of Trade Journal* of July 1, 1970 described the arrangements under which the tariff preference which British exporters enjoy in the Australian market is waived and explained how the preference could be restored if British exporters decided they could supply goods suitably equivalent to the foreign goods which were described in the Australian Customs By-laws and Supplementary By-law Advice List. The purpose of this notice is to inform exporters that from January this year these documents are being combined into one publication to be known as the Consolidated By-law References (CBR). The consolidated References are being issued progressively chapter by chapter and will replace the corresponding chapters of the Customs By-laws and the Supplementary By-law Advice List.

Goods on which British preference is being waived

British firms and their representatives or subsidiaries in Australia will need to examine all three publications for the time being, but ultimately only the CBR. If they can supply goods suitably equivalent to those itemized under Item 20 in the Consolidated By-law References and Supplementary By-law Advice List or under code number 700 in the Customs By-laws they should notify the appropriate Production Department or the Waiver Section at the address below quoting the Tariff Item and/or file reference. Consideration will then be given to the cancellation or amendment of the entry.

Inspection of publications

The three publications are available for inspection at the Tariff Section of the Export Services Division of the Department of Trade and Industry and at the Department's Regional Offices. Production Departments also hold copies.

Purchase of Consolidated By-laws References

Firms may wish to purchase a copy of the new References for their own use and orders should be placed with the Australian High Commission, Australia House, Strand, London, W.C.2. The references will cost £2.75 with an annual fee of £8.30 for the amendment service.

Inquiries

Inquiries relating to this article should be addressed to the Department of Trade and Industry, Waiver Section, CRE2, Sanctuary Buildings, Great Smith Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3601). Waiver Section can supply additional copies of this article and earlier articles on this subject which were published in the *Board of Trade Journal*.

TRADE AND FINANCIAL ARRANGEMENTS

Turkey and the United Kingdom

Road transport agreement

BY DECREE No. 7/1902 of February 3 the Turkish Government have decided to permit foreign road haulage vehicles to leave Turkey with return loads only where reciprocity of treatment is acknowledged by agreement between the Government of the country where the foreign vehicle is registered.

On instructions from the British Government, the United Kingdom authorities will impose no restrictions on the acceptance of loads for conveyance in Turkish registered goods vehicles from points in the United Kingdom for destinations outside the United Kingdom.

On their part, the Turkish authorities will impose no restrictions on the acceptance of loads for conveyance in British registered goods vehicles from points in Turkey to destinations outside Turkey.

India and East Germany

AN AGREEMENT was signed in New Delhi recently finalizing the trade plan for 1971 between India and East Germany.

The agreement envisages a growth in trade of some 10 per cent as against the 1970 figure of Rs 45 Crores (£25 million) which was in itself a record for trade between the two countries.

Principal items of export from East Germany to India are expected to include, rolled steel products, alloy tool and special steels, printing machinery, combined harvesters, ships, X-ray and cinematograph films and chemicals.

Apart from traditional goods India's exports to East Germany will include such items as hand-knitting machines, cutting tools, wire ropes, locks and padlocks and automobile accessories. No further information is available.

Inquiries about this notice from British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 467/482).

Bulgaria and Romania

A LONG-TERM TRADE AGREEMENT between Bulgaria and Romania covering the period January 1, 1971 to December 31, 1975, together with a Protocol for 1971, was signed in Bucharest on December 4, 1970.

The Agreement envisages a 90 per cent increase in the volume of trade between the two countries as compared with the 1966-70 period. Goods to be exchanged include machine tools, locomotives, ships, machinery for the food and textile industries, chemicals, consumer goods and considerable quantities of iron and steel products.

No further details are available but any inquiries from British exporters should be addressed to Commercial Relation and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2267).

East Germany and Romania

A LONG-TERM TRADE AGREEMENT between East Germany and Romania covering the period January 1, 1971 to December 31, 1975, together with a Protocol for 1971, was signed in Berlin on December 22, 1970.

The Agreement envisages a 70 per cent increase in trade between the two countries compared with the 1966-70 period. East Germany will export to Romania machine tools, mining equipment, passenger wagons, ships, chemicals, ball-bearings and machinery for the metallurgical, textile, food and printing industries. Romanian exports to East Germany will include drilling rigs and oil field equipment, power engineering equipment, freight cars, electro-technical products, products of the chemical and timber industry, food and various consumer goods. The Agreement also provides for the expansion of industrial co-operation in the fields of fine mechanics, optical equipment and machine tools.

No further details are available but any inquiries from British exporters should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2267).

Government Publications

required by customers in Wales may be obtained quickly from

Her Majesty's Stationery Office, 109 St. Mary Street, Cardiff, CF11 JW

Poland and Romania

A LONG-TERM TRADE AGREEMENT between Poland and Romania covering the years 1971-75 was signed in Bucharest on January 20. It provides for an 80 per cent increase in trade as compared with the 1965-70 period.

Poland will export to Romania machine tools, trawlers, marine engines and equipment, machinery for the paper and sugar industries, rolled steel goods, metallurgical coke, chemicals and fish. Romanian exports to Poland will include machine tools, drilling equipments, ships, locomotives, vehicles, chemical machinery, oil products and food.

No further details are available but any inquiries from British exporters should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2267).

Tunisa and East Germany

THE TUNISIAN *Journal Officiel* of February 5 announced details of the long-term trade agreement of 1968 between Tunisia and East Germany as it applies for 1971.

Under the terms of the agreement, Tunisian exports will include almonds, olive oil, wine and canned foods whilst German exports will include plant and machinery, fertilizer and rubber.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 466 or 467).

Temporary shortage of hotel accommodation in USSR

THE BRITISH EMBASSY in Moscow has reported that the 24th Communist Party Congress will begin there on March 30. Because of consequent difficulties over hotel accommodation and appointments with officials the Soviet Ministry of Foreign Trade has advised businessmen to try to avoid visiting Moscow between March 20 and mid-April.

Any inquiries arising from this notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2269).

ECGD backs £2.5 million machine tool contract for Russia

THE EXPORT Credits Guarantee Department signed a Financial Guarantee on March 3 covering the financing of a contract for the supply of Herbert-BSA multi-spindle automatic lathes to v/o Stankoimport, one of the major USSR state trading organizations.

The contract worth nearly £2.5 million, has been placed with Herbert BSA Ltd., the largest operating company of Alfred Herbert Ltd. Delivery of the machine tools will be over a period March 1972 to June 1973.

A loan to finance 80 per cent of the contract value has been made available to the Bank for Foreign Trade of the USSR (Vneshtorgbank) by Barclays Bank Ltd., and is repayable over a period of seven years from the mean date of delivery.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Department of Trade and Industry **Statistics and Market Intelligence Library** *at Export House, 50 Ludgate Hill, London, EC4M 7HU. This is a modern well-equipped library of over* 85,000 *volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 *to* 5.30. *Mondays to Fridays* (*Tel.* 01-248 5757, *Ext.* 368 *or Telex No.* 886143).

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Export opportunities: Export Intelligence Service

Because of disruption of postal service from January 20, Export Services Division of the Department of Trade and Industry has been unable to dispatch intelligence to the subscribers to the Export Intelligence Service.

The following is a list of Export Opportunities that would have been dispatched in the service in the normal course of events for February 25-March 3. The names and addresses of the overseas inquiries to whom the exporters should reply can be obtained from Export Services Division, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Telex No. 886143. Answer back Bothillgate London) or at any of the Department's Regional Offices or its Offices for Scotland and Wales. Subscribers to EIS within a reasonable distance of these offices, may wish to know that facilities exist for them to call and examine all the intelligence that would have been available in the normal service.

Abu Dhabi:
- Haberdashery

Australia:
- Amorphous polypropylene
- Bag making machine
- Canvas cotton
- Casing machines
- Contactors
- Dental high fusing ceramic gold
- Dimethyl formamide
- Disposable products
- Electronic components
- Furniture
- Gift wrappings
- Glassware
- Greeting cards
- Hosiery
- Industrial diamonds
- Lamps
- Linen and bedspreads
- Meters
- Neck TV bulbs
- Relays
- Rugs
- Seismic refraction system
- Shackles
- Singlets and underwear
- Sporting goods
- Stamps
- Switches
- Towels
- Toys
- Turnbuckles
- Valved sacks bottomer
- Wood chip weighing and metering mechanism
- Wood veneers

Austria:
- Carpets
- Copper coated steel wire
- Curtains

Barbados:
- Building materials
- Chemicals and fertilizers

Bahamas:
- Boilers
- Water plants

Belgium:
- Cakes
- Pipe fittings

Berlin:
- Carpets
- Mercury switch tubes
- Wallpaper

Bolivia:
- Bottle manufacturing equipment
- Cable machine
- Chemical
- Fork lift trucks
- Printed tin sheeting

Bulgaria:
- Calendars
- Colour film projection equipment for television studios
- Crematorium plant equipment

Canada:
- Analytical systems, equipment and instruments
- Clothing
- First aid equipment
- Fire fighting equipment
- Laboratory equipment
- Mining equipment
- Motor cycle boots

Ceylon:
- Cable and plastics production equipment
- Food processing plant

Chile:
- Desalination plants

Congo (Kinshasa):
- Drawing instruments
- Glues
- Novelties

Cyprus:
- Fibre yarn
- Nuts and bolts manufacturing machinery

Czechoslovakia:
- Packaging machinery
- Pig breeding plant
- Pork
- Sludge separators

Denmark:
- Fancy ribbons
- Hose making machine
- Suede

El Salvador:
- Beer
- Ceramics machinery and colouring matters
- Textile machinery and equipment

Ethiopia:
- Records and accessories

Fiji:
- Packaging machinery

Finland:
- Calcium chloride
- Glues
- Knitwear
- Steel and aluminium sheets
- Tights
- Women's underwear

France:
- Chemicals
- Red lead
- Refractory clay pots
- Spring bending machines
- Woodworking machinery

Germany:
- Aircraft parts
- Alumium foil
- Bicycle parts
- Bonnet fasteners
- Books
- Brake drums and discs
- Cable
- Chemicals
- Crockery
- Cruets
- Culture media
- Cutlery
- Drawing board cases
- Film storage cabinet
- Frames
- Gauze
- Glass
- Glassware
- Grab buckets
- Grain processing machinery
- Hood lock pins
- Hospital supplies
- Jewellery
- Language laboratory equipment
- Leather
- Metal scrap
- Milling machines
- Mushrooms
- Napkins
- Nuts, steel
- Paper sticks
- Pistons, cylinders, sleeves and engines for petrol and diesel engines
- Plastic articles
- Plates
- Polystyrene
- Prefabricated sectional buildings
- Pumps
- Reagents
- Rubberized nylon fabric
- Sections
- Snap rings
- Spectacle frames and lenses
- Telephone accessories
- Toilet paper
- Tyres and tubes
- Veterinary instruments and medicines
- Waste paper
- Watches
- Wheels
- Wire rope
- Wowen's outerwear
- Writing desk and drawing boards
- Zoological requisites

Germany/Ghana:
- Cable
- Cable lugs
- Copper wire

Greece:
- Bleaching and dyeing machines
- Pressing machines

Guatemala:
- Clothing
- Footwear
- Giftware
- Kitchen utensils
- Sports goods

Guyana:
- Printing services

Hong Kong:
- Passenger buses

Iceland:
- Steel sheets

India:
- Aluminium rods
- Brass strip
- Chemicals
- Dyes
- Electro-medical and medical equipment
- Gum arabic
- Hacksaw blade making machinery
- Nickel silver strips
- Phosphor bronze strips
- Steel
- Steel wire

Irish Republic:
- Educational supplies

Israel:
- Kitchen cabinets
- Electric sound or visual signalling apparatus
- Laboratory equipment

Italy:
- Bellows
- Cotton gauze
- Cranes
- Disposable hospital supplies
- Distillers solubles
- Equipment/services for slaughter houses
- Fish flours
- Hospital beds
- Live animals
- Machine tools
- Navigation and air traffic control training simulators
- Plaiting materials to recane chairs
- Road maintenance equipment

Ivory Coast:
- Canned fruits and fruit juices
- Marmalades

Jamaica:
- Accounting machines
- Air freshener blocks
- Electric stove parts
- Leak detectors
- Pipe locators
- Solution for bicycle tubes

Japan:
- Chemical products
- Flow meters and controllers

Jordan:
- Carpets

Kenya:
- Chemical plant
- Electrical equipment
- Flying shear
- Prefabricated buildings
- Pumping and drainage services

Kuwait:
- Arab head dress
- Badges
- Barley
- Chemical oilfield supplies and petroleum equipment
- Dairy equipment
- Fabrics
- Flags
- Stainless steel hardware and door furniture
- Worsted suitings

Lebanon:
- Acrylic fibres
- Mobile clinics and field hospitals
- Moulds

Liberia:
Cash registers
Pharmaceuticals
Supermarket goods
Toiletries

Libya:
Cranes
Hoes
Trailer
Trenchers

Malawi:
Coach bolts
Stamped plugs

Mali:
Cardboard packet-making machinery

Malta:
Printers wipers

Morocco:
Stationery and office supplies

Netherlands:
Steel strip

Netherlands/Kuwait:
Bath tubs
Cork tiles
Drainage pumps
Glass mirror
Iron and steel manufactures

New Zealand:
Balances
Chemicals
Educational toys
Electronic components
Electronic equipment
Heating equipment
Switches
Water purification equipment

Nigeria/Lebanon:
Portland cement

Nigeria:
Alternator sets

Norway:
Boat equipment
Caravans
Motors
Photo sensitive cells
Pleasure boats

Pakistan:
Grinding wheels
Fruit and vegetable processing machinery
Leather working machinery
Machine tool

Paraguay:
Road and bridges

Puerto Rico:
Clothing
Belts and ties
Footwear
Giftware
Musical instruments
Toys

Qatar:
Clothing
Chinaware
Glassware

Singapore:
Car parts
Die-casting machines

South Africa:
Air hose
Illuminated street decorations

Spain:
Fluids
Kaolin
Milk powder

Sweden:
Aluminium sheet
Chemicals
Clothing
Control equipment
Cosmetics and toiletry
Data equipment
Data system accessories
Electronic components
Electronic equipment
Giftware
Glass containers
Glass flasks
Injection moulds
Paper
Pet food and equipment
Self-adhesive sealing strip
Steel wire and strip
Tin sheet

Switzerland:
Bathrobes
Clothing for workmen
Flannels
Furnishing
Hollow-ware
Mats
Ovens
Paper articles
Pharmaceuticals
Pipings
Plastic building supports
Slippers
Towels

Taiwan:
Telecommunications equipment
Zip fastener machinery

Uganda:
Cutlery
Electrolytic tin plate
Footwear
Metal sheeting for roofing
Steel wire
Tableware and metal furniture manufacturing plant and machinery

UAR (Egypt):
Construction equipment
Railway equipment

United States:
Asbestos cloth
Bed linen
Broaches
Chinaware and earthenware
Clay roofing tiles
Construction equipment
DC reel servo motors
Dies
Document transporter
Dryers
Electric cranes
Electric shavers and heads
Fasteners
Figurines
Flatware
Games
Gauges
Gowns
Holloware
Key-cutting machines
Kitchenware
Link drive chain
Meat, canned
Men's socks and gloves
Men's sweaters
Nuts and bolts
Optical cases
Padlocks
Paper
Pipe
Plastic injection moulds
Refrigerators
Rubber wheels
Soapstone (steatite)
Steel strip
Synchronous instrument motors
Taps and dies
Tools
Towels
Toys
Washing machines
Wire rope
Woven felt

Venezuela:
Cranes
Fork lift trucks
Safety equipment
Trucks

Yugoslavia:
Aircraft
Capillary tube factory
Giftware
Mining of bauxite
Oil production equipment

Zambia:
Lifting equipment
Spanners

MARKET POINTERS

Australia:
An eye hospital for Brisbane
Construction of shopping centre
Development projects
Railway line

Belgium:
Construction of a lock at Kallo, East Flanders
Compressors
Construction of a tunnel at Boom
Construction of viaduct – Aartselar, Antwerp
Expansion of paper mill
Jacks
Tool kits

Brazil:
Shipyard development

Bulgaria:
Future water requirements in Sofia

Canada:
British food fortnight in Toronto
Commercial complex in Ottawa
Construction of apartment building
Construction of new school in Smith Falls, Ontario
Fisheries complex, Summerside
Extension to Civil Hospital, Ottawa
Extension to Jean Talon Hospital
Hospital expansion
Laboratory and scientific equipment
New science building at Rouyn, PQ
Prince Edward Island
Regional water treatment plant for Montreal
Wharf handling equipment

France:
British promotion planned for the Parly 2 shopping centre
Industrial complex
Steelworks

Hong Kong:
Ambulances
Oil survey off Hong Kong

Israel:
Disposable trays
Textile machinery

Italy:
Cattle farming
Construction of a ship repair yard
Construction of centre for study research and treatment of cancer
Construction projects
Explosives producing plant
Hospital equipment
Underground railway

Kuwait:
Airport terminal
Hospital project

Libya:
Milk tankers
Pharmaceuticals and medical chemicals, materials equipment and furniture

Morocco:
Laying of submarine cable

Netherlands Antilles
Airport developments

Netherlands:
Construction of hotel
Construction projects

Nigeria:
Chemical and petrochemical projects
Construction of electric plug factory

Norway:
Advertising gifts
Bath crystals

Paraguay:
Roads and bridges

Philippines:
Feasibility study Iligan – Cagayan de Oro-Butuan Road in Minidanao – Asian development bank project

Poland:
Fabric factory

Portugal:
Construction of new television centre in Benfica

Saudi Arabia:
Extension of Jedda cement factory

South Africa:
Brewery
Construction and sewerage and treatment system
Erection of wheat mill

Sweden:
Motor body components development programme
New packaging factory
Swedish budget estimates
Volvo Olofstrom plant expansion programme

Switzerland:
Hotel supplies and equipment
New winter/summer resort in Canton of Valais

Turkey:
Foreign exchange import allocations
Proposed glucose and starch factory
Textile machinery

United States:
Construction of electronic switching office

Yugoslavia:
Construction of a new Danube road bridge
Television equipment

(Continued on next page)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*

AGENCY ENQUIRIES

Antigua:
Marine hardware and accessories

Australia:
Caps
Furnaces
Glassware
Insecticides
Kilns
Pharmaceutical goods
Stationery
Toiletries and cosmetics

Austria:
Gin
Knitwear
Rubber and plastic medical goods

Bahrain:
Sink disposal units

Barbados:
Bathroom accessories
Brushes and brooms
Car repair tools
Cellulose fillers
Clocks
Cutlery
Domestic electrical appliances
Electrical appliances
Filler
Foods
Furniture
Gas appliances
Handling equipment
Hemp
Holloware
Ironing boards
Ironmongery
Kitchen equipment
Leatherette
Mirrors
Ovenware
Rivets
Rope
Shoes
Steel
Tools

Belgium:
Cakes
Chemicals
Compressors
Electronically controlled barriers
Jacks
Paper
Paper and plastic articles
Plastic raw materials
Tool kits

Berlin:
Fabrics

Bolivia:
Cotton seed
Household equipment
Pesticides
Ventilators

Canada:
Analytical systems, equipment and instruments
Axes
Builders hardware and decorative novelties
Canned food
Clothing
Confectionery
Foodstuffs
Footwear
Fruits
Gloves
Golf equipment
Jams
Marmalades
Mauls
Rubber products
Sewer pipe bore hole equipment and flexible metal cleaning sewer rods

Chile:
Chemicals
Glass cutting tools

Cyprus:
Fabrics

Denmark:
Stationery

Dubai:
Suitings

El Salvador:
Agricultural and livestock items
Paraffin wax

Ethiopia:
Insecticides
Pharmaceuticals

Finland:
Carpet fitting accessories
Carpets
Rugs

France:
Automobile lamps
Biscuits
Boating accessories
Central heating equipment
Machine tools
Nuts
Packaging and weighing equipment
Paper converting and printing machinery
Sanitary and plumbing equipment
Sweets
Unfinished fibre glass sailing boat hulls
Water softeners

Germany:
Amplifiers
Aerosols
Beers, ciders and spirits
Biscuits
Bone china
Brassware
Building materials
Cabin cruisers
Cables
Capacitors
Carpets
Cheese
Chemicals
Circular saw blades
Clothing
Confectionery
Copper wire
Electric switches
Electronic elements
Fabrics
Fibre glass fabrics
Foodstuffs
Furniture
Grain processing machinery
Headgear
Insulating, lagging and jointing materials
Knitting machines
Loudspeakers
Measuring and control instruments
Measuring instruments
Meat
Men's clothing
Microphones
Mineral fillers
Mineral waters
Mirrors
Office furniture
Paper
Pewterware
Plastic processing machines etc.
Polyester resins
Pottery
Radios, portable
Resistors
Sauces
Sausage casing
Screens for printing
Spices
Synthetic yarns
Tableware
Tape recorders
Textile machinery
Tinned meat
Tracing cloth
Transport equipment accessories
Valves
Vegetables
Vehicle parts and accessories
Yarns

Germany/Austria
Mechanical handling equipment

Greece:
Air-conditioning equipment
Domestic electric appliances
Electrical equipment
Emery paper
Hairdressers' equipment
Nylon ropes
Taps and dies

Guatemala:
Syringes

Iceland:
Tiles

India:
Steel plates

Irish Republic:
Men's clothing

Israel:
Car accessories
Drilling equipment
Electrical equipment
Food filling and wrapping machines
Hospital beds
Hospital disposables
Injection machinery for aluminium
Meters
Pipe line equipment
Pumps
Steam engines and boilers
X-ray accessories

Italy:
Bed pan washing machines
Cameras
Chemicals
Furniture
Potato preparation machines
Steels
Synthetic resins and rubber, pigments
Wool

Ivory Coast:
Radio communication equipment

Japan:
Compasses
Dog food
Gifts
Household goods
Pharmaceutical products
Soap
Whisky

Kenya:
Bathroom fittings
Clocks
Giftware
Jewellery
Kitchen equipment
Yarns

Kuwait:
Building materials
Cables
Chemical oil field supplies and petroleum equipment
Chocolate
Clothing
Curtain and mat sets
Demulsifier
Domestic electrical appliances
Furniture
Household linen
Imitation jewellery
Intercommunications systems
Novelty items
Nuts
Sanitaryware
Stationery
Telephones
Tinned fruit juices
Travel goods
Tyres

Kuwait/Dubai/Saudi Arabia:
Textile piece goods

Lebanon:
Telecommunications systems and equipment

Netherlands:
Builders' hardware
Carpets
Clothing
Cosmetics gift sets
Cranes
Escalators
Fabrics
Gearboxes
Hand tools
Hi-Fi equipment
Hoists
Knitwear
Men's clothing
Motors
Oxygen meters
Pipes
Piping
Sanitaryware
Sewage purification equipment
Socks
Steel sheet
Textile finishing machinery
Tools
TV sets
Yarns

New Zealand:
Cassettes
Chemicals
Hand tools
Household, bed and table linen
Jewellery
Paper
Photographic and optical apparatus
Piece-goods
Records
Tapes
Watches and clocks

Norway:
Advertising gifts
Bath crystals
Boat equipment
Handbags
Shoes
Woollen and woollen mixture fabrics

INDEX INQUIRIES

Inquiries about the detailed contents of Trade and Industry *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index.*

Pakistan:
PVC tiles

Portugal:
Acrylic fibres
Building materials
Cake decorations
Calculating machines
Clothing
Copper and aluminium rods, sheets, etc.
Dietetic foods
Hand tools
Hardware and fittings
Heaters
Hi-Fi equipment
Household paper goods
Marine paints
Office machinery and equipment
Records
Rubber gloves and pants
Tanning materials
Tapes
Textile machinery
Vending machines

Puerto Rico:
Belts and ties
Clothing
Compressors
Footwear
Giftware
Mechanical handling equipment
Musical instruments
Toys

Saudi Arabia/Trucial States:
Doors
Household appliances
Tyres
Windows

Singapore:
Car parts

South Africa:
Chemicals
Clothing
Clothing trimmings and accessories
Educational equipment
Electronic test equipment
Footwear raw materials
Furniture
Interchangeable tools, gauges and measuring instruments
Jewellery
Sound equipment
Tape recorders
Traffic control equipment
Yarns

Spain:
Hospital equipment

Sweden:
Alcoholic drinks
Auto accessories
Audio equipment
Blind rivets
Carpets
Chemicals
Clothing
Confectionery
Cooking utensils
Diesel units
Electronic capacitors and relays
Film
Fishing tackle
Florists' sundries
Furniture fittings
Hair lotion
Hunting weapons and equipment
Ingot moulds
Jams and marmalades
Leather cloth
Nuts
Nuts and bolts
Plastic welding machines
Polypropylene goods
Shirtings and blousings
Stockings
Surgical plasters
Tents
Tools
Tyres

Switzerland:
Aerosols
Automotive and aircraft spare parts
Car parts
Ceramicware
Earthenware
Glassware
Leather goods
Mastics and putties
Microwave ovens
Panti-hose
Plastics
Porcelain
Slippers
Women's dresses and coats

Switzerland/Europe USSR:
Machine tools
Rolling mills
Strip coilers
Wire winding and cable making machinery

Switzerland/Netherlands:
Pharmaceutical products

Tunisia:
Knitting machines
Steambox for forming socks

UAR (Egypt)/Lebanon:
Textile machinery

United States:
Conveyor belting
Men's suitings
Nautical decorative items
Rubber wheels
Sporting goods
Tube expanders and cleaners

CALLS FOR TENDER

Algeria:
Brick and tile processing equipment
Filtration plant
Floating crane
Laboratory equipment
Paste packing equipment
Railway sleepers
Swimming pool equipment

Argentina:
Power stations

Argentina/Uruguay:
Construction of bridge

Australia:
Amplifiers
Busbars
Electrical apparatus
Electronic test equipment
Fault locators
Fire pump
Laboratory ovens
Laboratory testing equipment
Launch and design of locomotives
Pencils
Polyester cotton shirting
Power plant
Radar
Railway rolling stock and equipment
Sluice valves
Stop valves
Street lighting equipment
Surge diverters
Switchgear
Testing machines
Time switches
Traffic telemetry system
Transformers
Transistor analyser and tester
Valves
Water treatment plant

Belgium:
Tractors and semi-trailers

Brazil:
Telephone systems

Burma:
Earth moving equipment
Electrical stores
PAX exchange
Workshop and mining machinery

Canada:
Radio base stations
Radio units
Turbines

Ceylon:
Aluminium stoppers
Cattle mineral mixture
Cotton (Galatea)
Cotton yarns
Fish meat meal
Galatea (cotton)
Launches
Metals (ferrous and non-ferrous)
Mineral mixture
Rain capes
Seed and grain cleaners
Steel sheets and circles
Tipping trailers

Colombia:
Grain dryers
Refuse collection vehicles

Congo Republic:
Ferry boats and equipment

Costa Rica:
Catheters
Distance measuring equipment and accessories
Drip flasks
Glass bottles
Medical instruments and supplies
Meters, water and boxes
Pharmaceuticals

Cyprus:
Dental instruments and appliances
Dental materials and medicaments
Fencing
Iron posts
Steel pipes
Valves
Wire

Ethiopia:
Pharmaceuticals

Germany:
Construction of a rainwater tank
Engineering works
NATO storage facilities

Greece:
Agricultural machinery
Air foam appliances and liquid
Cable
Electric generating sets
Film
Galvanometer
Microphone units
Oscilloscope
Paper chart rolls for control instruments
Pharmaceuticals
Road construction
Rubber gloves
Slave clocks
Teleprinters
Vehicles
Wood pulp industry project

Honduras:
Transmission line insulators and hardware

India:
Alloy steel/carbon steel pipes
Aluminium canisters
Antimony ingots
Belt conveyors
Canister, aluminium
Construction of purification plant
Conveyor belting
Copper tubes
Crane
Electrical induction furnace
Electric motor
Furnaces
Gate end boxes
Gear wheel and pinions for locomotive motor
Gelatine capsules
Lead ingots and sheets
Notching press
Power line equipment
Stainless steel fittings
Steel forgings and fittings
Steel joints, round
Steel plate
Steel plate
Steel plates
Telegraph equipment
Tugs
Welding equipment
Zinc ingots

Iran:
Cells, dry
Drilling rig and generator

Iraq:
Air hoses and accessories
Aluminium
Cables and electrical materials
Cheese press
Clothing
Construction of communications building
Diesel engines
Dowels, wooden
Dry battery manufacturing machines
Laboratory equipment
Lime manufacturing plant
Pipes and specials
Pumps
Railway trollies
Rotary kiln drive motor
Steel
Street lighting
Teak
Telephone sets
Textile machinery
Time recorder
Water supply scheme
Wooden dowels
Wool

Irish Republic:
Boilers for high temperature water
Commodities for local authorities
Fluoridation plant
Water sppply schemes

Italy:
Hospital equipment
Wood and plastic laminated board

Jordan:
Bloodbank equipment
Fire extinguisher cartridges and chemicals
Lanterns
Plastic cloth
Primus burners

Korea:
Cement
Chemical processing equipment
Ear plugs and muffs
Laboratory equipment
Machine tools
Steel bars
Textile machinery
Tobacco

(Continued on next page)

Kuwait:
Brass sheets and plates
Butter
Cables and jointings
Canned vegetables
Casing pipes
Crane and truck unit
Flanges
Hose
Methanol
Natural gas liquids project
Oil well cement
Semi-trailer with tractor-truck
Steel pipe
Street lighting lanterns and fittings
Stud bolts
Tri-ethylene glycol

Lebanon:
Asphalt
Locomotives
Sewer cleaning machine
Sports goods
Sportswear
Tyres and tubes

Libya:
Construction of a road
Drilling equipment
Road signs
Sprinkler irrigation apparatus

Malaysia:
Hospital supplies
Piling
Veterinary drugs and chemotherapeutic agents
Water treatment plant

Mexico:
Insulation materials, thermal
Transformers

Morocco:
Construction of bridge and drainage works

Mozambique:
Agricultural equipment
Agricultural equipment and machinery
Lathe

Netherlands:
Maintenance of dams, jetties and road

New Zealand:
Carrier multiplex equipment
Copper wire
Diodes
Electric motors
Laboratory equipment
Measuring instruments
Microscope
Oscilloscope
Signal generator
Telephone cable
Telephone equipment
Transformers
Transistors

Nicaragua:
Traffic control equipment and materials
Vehicles

Pakistan:
Air conditioning plant
Bottles
Construction of power station
Diesel locomotive and trolley
Editing machines
Hospital equipment
Jack screws
Laboratory equipment
Pneumatic concrete vibrators
Sodium carbonate
Spot lamps
Tables, autopsy
Tin ingots
Tools
Workshop equipment
Vacuum gauges

Panama:
Diesel generating apparatus

Paria and New Guinea:
Electrical measuring apparatus

Peru:
Steel posts

Singapore:
Gas water heaters
Installation of electrical and mechanical plant
Pulse code modulation equipment
Radio equipment
Radio telephone equipment
Steel pipe specials
Telecommunications equipment
Telecommunications test equipment

South Africa:
Air hoist
Alternator sets
Barrel nuts
Brass screws
Cable
Cable and pipe location equipment
Cameras
Capstan lathe
Crane
Crane removal to new site
Drilling machine
Electrical supplies
Expanding bolt
Filing machine
Film enlarger
Fire fighting equipment
Flame hardening machine
Garage equipment
Gold braid
Lathes
Metal forming machine
Metering nozzles
Microscopes
Parachute harness
Power press
Precision pantograph
Radio equipment
Railway sleepers
Shot blast cleaning plant
Sutures
Tachometer
Telegraph terminals
Telegraph terminal equipment
Telephone exchange
Telephone instruments
Telephone switchboards
Telephone switchboards, cordless
Thermometers
Tin alloy ingots
Torches
Tractor light inustrial
Transceivers and batteries
Valves
Valves, butterfly
Voltmeter
Welding machine

Spain:
Cereals
Construction road works

Sudan:
Agricultural machinery
Liner vessels
Medical and surgical sundries
Ships

Switzerland:
Construction of a water purification plant

Syrian Arab Republic:
Copper tubing
Electrical testing equipment
Explosives and detonators
Feasibility studies
Gauges
Laboratory equipment
Teleprinter ribbons
Transmitters

Taiwan:
Air separation plant
Borax
Cellulose wrapping materials
Cigarette paper
Copying machine
Engine dynamometer
Furnace and heating elements
Water distillation apparatus
Zinc ingots

Tanzania:
Boats

Thailand:
Cable
Calculating machines
Construction of buildings
Switchgear
Workshop equipment

Tunisia:
Paper and cardboard

Turkey:
Aluminium foil
Banana essence
Cables
Chemicals
Electric motors
Laboratory apparatus
Sulphuric acid

United Arab Republic:
Glass lenses

United States:
Aircraft maintenance work
Buses
Insulators
Paper coating unit
Tower steel

Upper Volta:
Cable
Channels and lines
Telecommunication equipment
Wire

Vietnam:
Copper wire
Pharmaceuticals

Yugoslavia:
Construction of flour mill and supply equipment

Zambia:
Alcohols
Tarpaulins

VISITING OVERSEAS BUYERS

Australia:
Wood veneers

Canada:
Fire fighting equipment
First aid equipment

Italy:
Live animals

United States:
Gift items
Souvenirs
Stationery

MANUFACTURE UNDER LICENCE

Argentina:
Water wheel turbines

Canada:
Building materials
Extruded foam products
Extruded wood gain mouldings

Ceylon:
Food processing plant

France:
Laboratory equipment

Germany:
Building materials
Measuring and control instruments

Iceland:
Electrical components

India:
Variable capacitors

Italy:
Chemicals
Electronic equipment
Hospital beds

New Zealand:
Heating equipment
Water purification equipment

Norway:
Advertising gifts
Bath crystals

Spain:
Tappets

Sweden:
Machined components
Roller conveyors

Turkey:
Production of construction machinery

Uganda:
Carbon paper

United States:
Plastic pipe

Yugoslavia:
Mining of bauxite
Salt producing machinery

SUCCESSFUL BIDDERS

Australia:
Construction of hospital
Cricket pitch rollers
Horticultural trolleys
Mowers
Water treatment plant

Ceylon:
Fish cans

Costa Rica:
Steel
Transformers

Papua and New Guinea:
Construction of bridge and road works
Water supply and sewerage project

Taiwan:
Vehicles

GENERAL

Poland:
Re-organization of foreign trade enterprises

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the January 13 issue of* Trade and Industry. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page 378, February 24 issue of* Trade and Industry) *or the Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757).

MIDDLE EAST GET-TOGETHER

Members of the Manchester Chamber of Commerce trade mission to Lebanon, Iraq and Kuwait held a round-table discussion recently with their Beirut counterparts. The picture shows Mr. Bassil Trad, vice-chairman of the Beirut Chamber, presiding, with Mr. D. C. Straw and Mr. D. M. Arrandale, mission leader and secretary, on his right, and Mr. N. G. S. Beckett, First Secretary (Commercial) in Beirut, on his left.

VISITORS FROM SWITZERLAND

Forty-five top food buyers from Switzerland a Heinz export market since the turn of the century – were the guests recently of the Heinz export division on a 36-hour whistle-stop tour to see something of the size and scope of the company's British operation. Picture shows three of the party visiting the research centre of H. J. Heinz Co. Ltd., at Hayes, Middlesex, hearing something from Mr. Ivor Gaskins product development, of the methods used by the company to develop and maintain recipe standards. The British National Export Council and the Department of Trade and Industry are this year planning a series of special store promotions and shopping weeks in Switzerland. Heinz will participate fully in every promotion throughout the year.

Expansion in the Gulf

MR. EDGAR G. L. HOWITT, managing director of Cable and Wireless Ltd., is currently visiting Abu Dhabi, Bahrain, Dubai, Oman, Qatar, Ras al Khaimah and Sharjah.

Mr. Howitt said before leaving London: 'During 1972 and 1973 Cable and Wireless are planning to spend nearly £5 million on expanding and improving telecommunication services in the Gulf. My visit will enable me to assess the current situation and possible opportunities for new business in the future.

'The Gulf area is developing rapidly and we intend to ensure that internal and international telecommunication links for which Cable and Wireless are responsible are expanded to keep pace with the ever-increasing demand.'

Tour of United States

MR. F. REEVES, marketing manager of Cressall Manufacturing Co. Ltd., Birmingham, a member of the Expanded Metal Co. Ltd., leaves on March 20 for a tour of the United States. He will study current technological trends and examine the possibilities of manufacturing United States electronic products under licence in the United Kingdom and the licensing of expanded metal resistors for manufacture in the United States.

Cressall's main products include resistors, variable transformers, heaters, voltage controllers, rheostats and thyristats.

Visit to South Africa

MR. EDWARD NEWTON, managing director of the Westbourne group, has been visiting the Building and Interiors Exhibition in Cape Town, organized by the group's South African company. He has also visited Johannesburg to see Mr. Maurice Newbound, chairman of the Westbourne group, to discuss an expansion of Westbourne's international interests in the exhibition and publishing fields.

Studying market prospects

MR. D. BRIDGENS, marketing director of Econa Parkamatic Ltd., Shirley, Solihull, plans visits to the Irish Republic, the Netherlands, Greece and Malta between March and June.

He will study market prospects for his company's products, which include waste disposal units and commercial glass and dish washers, and will visit existing and prospective customers.

Sales trip to South Africa and Kenya

MR. E. T. HANDS, export sales manager of Oneida Silversmiths Ltd., London, flatware and holloware manufacturers, left recently for a sales trip to South Africa and Kenya. His itinerary includes Johannesburg, Cape Town, Port Elizabeth, Durban and Pretoria in South Africa and Nairobi in Kenya. He returns on April 6.

Oneida are already well established in South Africa. A 25 per cent increase in sales in the domestic market for 1970 was achieved and sales in Kenya have gone extremely well. Substantial increases are expected in 1971 sales in the domestic markets.

Joining mission to North America

MR. DENNIS R. SPARROW, export manager of Evered & Co. (Hardware) Ltd., Warley, Worcs., an associate member of the Institute of Export, leaves on March 20 for a visit to North America – he will join a mission organized by the Hardware Manufacturers' Association.

Evered have several reasons for participating in the mission. One is to study the market and estimate the potential for selected hardware products. Mr. Sparrow will also visit established distributors to examine, among other things, sales outlets and the suitability of Evered products for the North American market. Local competition will be observed and potential products for manufacture will be investigated.

Products expected to sell well in the United States and Canada include mechanical door bells and chimes, Commodore solid brass electric door bells, furniture ball castors, security hardware (mortice bolts for doors and windows, door chains, etc.) cupboard catches, mechanical fire alarms, etc.

Evered have agents in New York and Miami, and in Canada in Vancouver, Toronto and Oakville, Ontario.

Joining South African mission

CROSS PAPERWARE LTD., Dunstable, brand leaders in the United Kingdom disposable tableware market, have joined a team of 10 manufacturers in a trade mission to South Africa. Organized by the Luton, Dunstable and District Chamber of Commerce, the mission left recently for Johannesburg for three weeks and will include short visits to Cape Town and Durban.

Representing Cross in the mission is Mr. L. W. Bayer, marketing director (inset), who was awarded the MBE in 1970 for his services to exports.

Cross Paperware sell to 75 world markets, representing over 30 per cent of their total turnover in consumer products. One of their latest developments, now being introduced by Mr. Bayer to trade buyers in South Africa, is the High Fashion range of partyware sets.

Management team's visit to United States

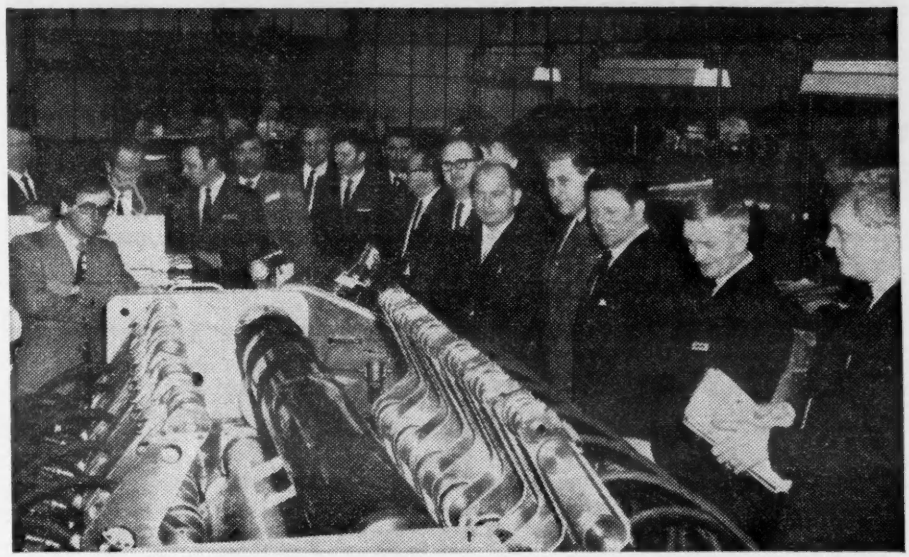
SENIOR EXECUTIVES from Powrmatic Ltd., Ilminster, Som., manufacturers of warm air heating and ventilation equipment, recently returned from a two-week fact-finding visit to the United States.

The party comprised Mr. C. R. Duncan, the company's managing director; Mr. D. Meller, general sales manager; Mr. J. Hailstone, company secretary; Mr. A. Greenhorn, works manager; and Mr. David Brown, head of research and development.

First stop on the tour was a visit to the ASHRAE exhibition and conference at Philadelphia, the major exhibition in the United States for the heating and ventilation industry. The party then visited factories and installations in the United States and Canada.

Mr. Duncan described the trip as being of enormous value in offering members of Powrmatic's management team an opportunity of seeing the latest developments in American technology and to exchange views with both manufacturers and engineers on the other side of the Atlantic.

NORWEGIANS SEE BRITISH PAPER-PROCESSING MACHINERY



Norwegian trade delegation inspecting a Harnden high-speed slitting and rewinding machine.

A PARTY of 15 leading Norwegian paper converters returned to Norway recently after taking part in a novel trade-goodwill mission arranged by C. A. Harnden Ltd., of Hyde, Cheshire, leading producers of paper and plastic converting machinery.

The company wanted to have talks with all their Norwegian customers and to bring them up to date on latest developments in their machinery. Instead of sending representatives to Norway, the company decided to invite the 15-man Norwegian team to Britain.

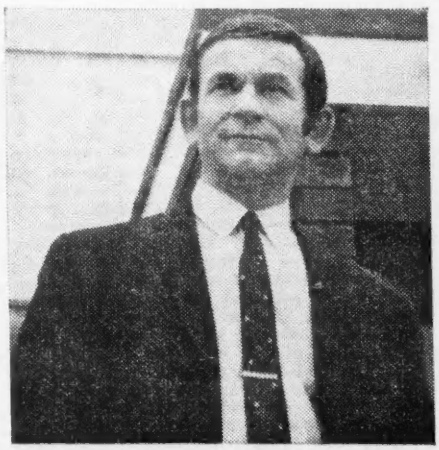
The group saw Harnden's equipment in use at one of Britain's most modern polyethylene extrusion and conversion plants – Bakelite Xylonite Ltd., of Darton, Yorks. – and saw operations at the company's flexible packaging division where a wide range of polyethylene bags for industry is manufactured, as well as film and sheet for the fast developing shrink-wrapping processes.

BXL Ltd. as a group produce a major share of the 112,000 tons of polyethylene packaging manufactured each year in Britain, where they saw polyethylene packages for ladies' stockings manufactured in a plant which produces five million a year also a wide variety of bags for the food and textile industry.

Mr. J. Robertson, the firm's sales director, hopes to offer the same sort of 'getting-to-know-your-machines better' facility to other converters – next on the list are the French, Germans and Italians.

The company has set up a research and training centre at their Hyde factory, and overseas converters are to be invited to spend five days in the training centre familiarizing themselves with new techniques.

EXPORTS TO 40 COUNTRIES



Looking fit after recently travelling 65,000 miles in search of export sales, Mr. Monty Hiller, chairman and managing director of Perdisan Ltd., surveys the scene at his new factory on the Lyon Industrial Estate, near Watford. He currently exports his own invention, the Perdisan non-mains toilet, to some 40 countries.

TRAINEES FROM 14 COUNTRIES

Dexion Overseas Ltd. have just organized a training course for distributor staff from 14 countries. The course covered the full range of Dexion Overseas activity and visits were arranged to several large Dexion storage installations. Picture shows those who attended the course with senior personnel of the company. Dexion Overseas Ltd. have recently announced a £450,000 purchasing contract with Misuzu Machineries and Engineering Ltd. of Kobe, Japan.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

£5 million export sales topped

Direct export sales of the Sunderland-based James A. Jobling glassware group rose by 15 per cent during 1970 and have topped the £5 million mark for the first time.

Mr. Brian H. Turpin, group managing director, said that the value of goods exported was £5.005 million, compared with £4.337 million in 1969. The increase was spread across all product divisions – tableware and ovenware, materials and components for industrial use, chemical and process plant, laboratory ware and instrumentation.

Saudi Arabia development

Sir William Halcrow and Partners have been awarded a consultancy contract, valued at over £152,000, by the Food and Agriculture Organization of the United Nations, to prepare a pre-investment study, designs and tender-documents for a major irrigation and land development scheme on the Wadi Jizan in southern Saudi Arabia. The award was based on technical considerations in face of strong competition from Italian and German consultants.

Associated with Halcrow in this work as members of their multi-disciplinary team are specialists in agriculture from the Mitchell Cotts Group Ltd., in soil studies from Bookers Agricultural and Technical Services Ltd., in economics from Prof. J. A. Bottomley's department at the University of Bradford, in Arabic land tenure and water rights from the Faculty of Oriental Studies at Cambridge University under Prof. R. B. Sergeant, and in surveys and mapping from Fairey Surveys Ltd.

The Wadi Jizan emerges from the mountains bordering the Red Sea and has recently been dammed for the Government of the Kingdom of Saudi Arabia by a German contractor executing the design of Italian consultants. The new Halcrow scheme for the improvement of irrigated agriculture in the area is regarded by both the Government and by the Food and Agriculture Organization as a prototype for progressive developments in this hitherto remote region.

The work is intended to start early this month, and is expected to require 15 months to complete.

Speedy delivery of equipment

A Boeing 707 took off from Teesside Airport recently carrying vital equipment to complete one of Britain's major plant orders – a £2.5 million petrochemical plant contract for South Korea's Taesung Lumber Industrial Company, won by The Power-Gas Corporation Ltd. in 1968. It is claimed that this flight, specially chartered by Power-Gas, enabled site engineers to install the equipment nearly eight weeks earlier than would have been possible if normal shipment had been used. The plant will therefore soon begin operation, saving the Korean economy an anticipated US $3 million annually in imports of chemical raw materials.

The plane carried the equipment – the last items of a total of 3,000 tons of UK-manufactured equipment – over a 9,650-mile route to Korea. Accompanying this 30-ton load were four Power-Gas engineers, part of the company's team responsible for commissioning the plant. (*See picture page* 568.)

£60,000 cabinlift order

Mr. A. C. King, leader of the Kent and Sussex Exporters' Club mission to Australia and New Zealand in November-December, agreed terms for his company – British Ropeway Engineering Co. Ltd. – to supply and supervize erection of a cabinlift ordered by Mr. W. Parrott for use in Sydney Showground.

The equipment and services provided by BRECO will be worth about £60,000: civil engineering works, steel trestles and other equipment procured in Australia will bring the value of the project to over £100,000.

Handling the order for BRECO are Silverwater Engineering Co. Pty. Ltd., of Sydney, sub-agents for the state of New South Wales to main agents Perry Engineering Co. Ltd., of Adelaide.

Bid to beat monsoon

British-made farm machinery is at the centre of a big operation now being mounted in the cyclone-devastated area of East Pakistan to provide food for survivors who face possible starvation unless new crops can be planted with the next rains. Much of the equipment is being supplied by Massey-Ferguson, who, in conjunction with their distributors, Rana Tractors & Equipment Ltd., are also contributing technical know-how and training on a major scale.

A fleet of 100 45.5 hp MF135 tractors, purchased immediately after the disaster from the MF distributor by the East Pakistan Agricultural Development Corporation, will spearhead the work of agricultural rehabilitation on Bhola Island, the largest island in the Ganges Delta which took the full force of the cyclone and floods last November.

Another 40 MF135 tractors, with spares and implements, were being shipped from the United Kingdom for use in the joint relief work being undertaken by Oxfam, Christian Aid, and War on Want. The equipment, said to represent the biggest single order of its kind ever placed by Britain's voluntary organizations to assist in disaster relief overseas, is scheduled for the mainland coast area of Ramgati.

Two MF training and technical specialists – one Coventry-based, the other from the company's regional office staff in Beirut – will help organize and run training courses to provide 180 tractor operators immediately required for this season.

Shipment to aid East Pakistan

Oxfam have shipped 30 Howard P50 Rotavators to East Pakistan. The machines were specifically requested by Oxfam's specialist agricultural advisors, sent out following the recent flood disaster.

The Rotavators, made by Howard Rotavator Co. Ltd. – of the Rotary Hoes group – will be used mostly for rice cultivation.

10,000th tractor for Japan

The 10,000th Massey-Ferguson tractor for Japan has been shipped from the company's tractor plant at Coventry to Japanese distributors Mitsubishi Shoji Kaisha Ltd., Tokyo.

It is the second MF distributorship in south-east Asia to mark this achievement (the first was Ceylon in 1969) and, according to the company, is a record unequalled by any other supplier of farm equipment to the region.

Japan's 10,000th MF tractor is a 60 hp MF165 multi-power model, and it will be donated locally to an oragnization concerned with farm mechanization development.

£500,000 system for Seychelles

Cable and Wireless Ltd. are installing a completely new radio system in the Seychelles as part of a comprehensive development which will include all telecommunication facilities for a new international airport being built on the main island of Mahé.

The airport, which is on land reclaimed from the sea, has a 10,000-ft. runway capable of handling the latest types of aircraft, including jumbo jets.

Mr. W. H. Davies, Cable and Wireless director with special responsibility for Eastern Hemisphere activities, comments: 'The total cost of the entire expansion plan is about £500,000, and this includes navigational aids for aircraft and ground-to-air communication facilities on both VHF and HF.'

Equipment for the new Seychelles system has been supplied by a number of manufacturers, including Marconi, Redifon, Racal, and Hawker Siddeley Dynamics.

Wheat to Belgium

Twenty tons of Maris Ensign spring wheat have been exported to Belgium by C. W. Marsters Ltd. – one of the Miln group of seed companies – on behalf of the National Seed Development Organization.

The variety bred by the Plant Breeding Institute, has gone on to the Belgian Recommended List for the first time this year and is to be marketed for 1971 sowing by the NSDO agent in Belgium.

The export consignment was produced to OECD certified Blue Label standard, equivalent to British certified seed.

Confectionery exports again increase

Figures issued by the Cocoa, Chocolate and Confectionery Alliance show that the total value of exports of chocolate and sugar confectionery and other cocoa products exceeded £37.8 million in 1970, an increase of 9.6 per cent on the £34.5 million of 1969.

This is the third successive year in which there has been a substantial rise in the value of the British confectionery industry's exports. Since 1967, the figure has risen by 50.4 per cent.

The volume of exports of all product categories, except chocolate and chocolate confectionery, also increased in 1970.

Sales to EFTA countries increased from £3.1 million in 1967 to £6.5 million in 1970 and sales to Japan from £0.3 million in 1967 to £1.1 million in 1970. Similarly, exports to Ireland of British confectionery have risen from £1 million in 1967 to £2.1 million in 1970.

The two largest national markets for British confectionery products are the United States (£8.7 million in 1970) and Canada (£5.2 million in 1970). In Canada, the United Kingdom industry provides over 8½ per cent of confectionery volume.

Repeat order for box charger

Wellman have received a repeat order worth over £25,000 for a bar-turn box charger which will undertake arduous duty at a big ferro-alloys plant in France. This box charger, like the one in the previous order, is unusually large, having a capacity of 75 cwt. The two machines are the largest box chargers so far built by Wellman – total all-up weight of each machine as shipped is 17½ tons.

A similar box charger was recently sold to a new steelworks in Brazil as part of a £100,000 order for several Wellman mobile machines.

The order from France was gained through the Wellman Corporation's French company, SA De Constructions Wellman, which has been established for over 50 years.

Over 50 mobile machines have now been exported to France by Wellman Mechanical Equipment Ltd., Darlaston, Staffs., a member of the Wellman group specializing in mechanical handling equipment.

Paper-making machines for Colombia

A repeat order to export paper-making machinery to South America has been won by Millspaugh Ltd., Sheffield, against international competition. Worth over £170,000, the new contract is for a complete press section and drives, and brings to a total of £250,000 orders placed with the company by Propalus du Industrias of Cali, Colombia, in the last 12 months.

Millspaugh engineers will go to Colombia to erect the machines, which are due for delivery in October 1971.

Caribbean printing development

The International Professional Consortia Ltd., together with the Linotype group of companies, have signed contracts with the Guyana Development Corporation for setting up what will be one of the most advanced web-offset printing developments in the Caribbean. This is one of the operations co-ordinated by the International Professional Consortia Ltd., a company specializing in setting up total projects in specialist industries overseas.

Linotype & Machinery Ltd., Altrincham, Cheshire, will supply, as part of the major contract, a web-offset press, a teletype-setting system and bindery equipment, valued altogether at about £150,000. Pictorial Machinery Ltd., a subsidiary of Monotype Corporation Ltd., will supply all camera and plate-making equipment. The web-offset division of the new plant will produce a daily newspaper and six weeklies, contract printing for the Government, and textbooks for educational publishers in the Caribbean.

Management and crew training will be in the United Kingdom and technical management will be largely recruited from the West Indies.

Australian order – by telephone

Cross Paperware Ltd., Dunstable, have won an order from Australia as the result of a £50 telephone call. The order, worth £15,000, was placed by Norcross, Cross's largest distributors in Australia, in a long-distance call to Cross's factory in Dunstable. The reason for this unusual and costly way to place an order was Australia's postal strike, in its fifth week at the time of the call, which also affected telex services, coupled with the British postal strike.

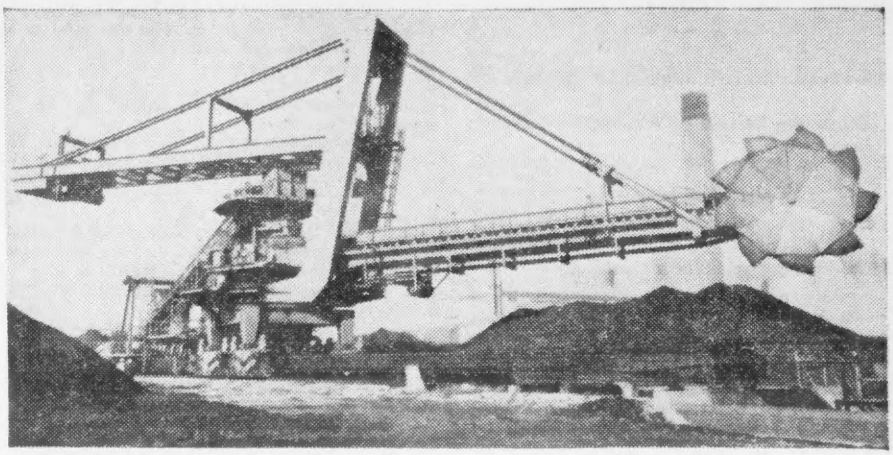
As a result of this 48-minute conversation an order was placed for over 300,000 packs of matching partyware sets, including Cross's new range for 1971.

Cross export their products to 75 world markets, of which Australia is one of their largest.

3,500-MILE DRIVE TO IRAN

Engineers from Standard Telephones and Cables Ltd. left the company's Benfleet plant on March 2 in five Land-Rovers to drive 3,500 miles to Iran, where they are to start work on a £300,000 v.h.f. communications scheme for the Iranian Ministry of Water and Power. A further four Land-Rovers will be sent to Iran, and the STC engineers are expected to completed the project, with the help of Iranian nationals, in about eighteen months. Pictured is Mr. J. B. Stott (left) STC group leader, discussing route plans with project manager Mr. R. Creak for the journey to Iran.

CANADIAN ORDER FOR EXCAVATOR



A Babcock-Moxey bucket wheel excavator built for the Central Electricity Generating Authority and operating at Eggborough Power Station, Yorkshire. This machine is similar to one to be built for the Hydro-Electric Power Commission of Ontario.

75 per cent production for export

Bull Motors Ltd., the Ipswich firm of electric motor manufacturers, have announced a large increase in overseas contracts, which will ensure them a high level of exports for several years.

An Australian lift manufacturing firm, Elevators Pty., have entered into a five-year undertaking to use Bull electric motors for all dc applications – this business is estimated to be worth £500,000 a year.

In Germany, a well-known manufacturer of lift motors, formerly a competitor, has contracted to market Bull motors for three years – orders worth £75,000 have already been received and a contractual minimum of £150,000 a year has been agreed.

A three-year contract has also been signed for the exclusive supply of dc lift motors to Kone Oy, of Finland – £45,000-worth of Bull motors have already been ordered for Kone lifts to be sent to the USSR and the minimum anticipated value to Bull Motors of Kone's business is £100,000 a year.

As a result of these contracts, the proportion of Bull Motor's total production sent for export will increase to 75 per cent.

More switchboards for Australia

Under a contract worth almost £400,000 Plessey Telecommunications group will manufacture and supply telephone switchboards to the Australian Post Office. Over 4,000 switchboards will be supplied, some providing for two exchange lines and six extensions, the remainder providing for three exchange lines and 12 extensions. The switchboards are to be manufactured at the group's Beeston (Nottingham) factory.

This latest contract brings the total orders for telephone switchboards received by the group from the Australian Post Office over the past two years to almost £1 million.

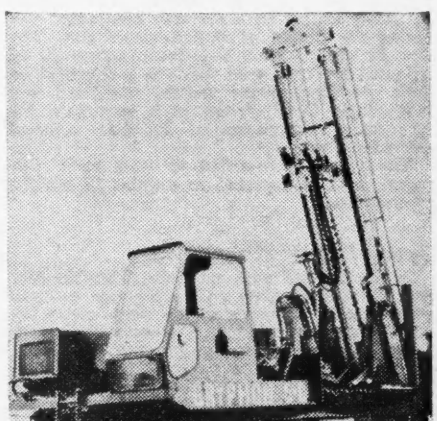
Contracts worth £70,000

Contracts worth more than £70,000 have been secured by Harris-Economy Ltd. for Sheppard ingot casting machines destined for Poland, Italy and Denmark. Centrozap, the Polish purchasing agency, have ordered a 132-mould zinc slab casting machine worth £36,000 which is capable of processing 15 tons of zinc every hour into 21-kilogramme slabs.

Another large Sheppard ingot caster, worth £27,000, will be supplied to Tonolli, Milan. This 222-mould machine is capable of manufacturing 35-kilogramme ingots at 25 tons an hour.

Finally, a 120-mould copper ingot caster, worth £7,000, has been ordered by Paul Bergsoe & Son AB, Copenhagen, for delivery later this year.

FIFTH DRILLING RIG



Recently a fifth Gryphon 5 Mk. II drilling rig left the United Kingdom en route for Yugoslavia, as part of an order won by Hydraulic Drilling Equipment Ltd. of Horley. The rigs, all mounted on crawler bases, were ordered for blasthole drilling, to clear overburden from an opencast coal mine. Picture shows a Gryphon 5 already in use at the mine.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which is has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations and Decisions may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174/408).

GENERAL

Regulation (CEE) No. 434/71 modifies **Regulation (CEE) No. 2637/70** establishing special methods of application for the system of import, export and prefixation certificates for agricultural products (*Journal Officiel* No. L48 dated February 27, 1971).

EGGS

Regulation (CEE) No. 345/71 modifies Annex II of **Regulation (CEE) No. 571/70** establishing the list of products in the eggs sector which benefit from the system of prefixing refunds for exports to third countries (*Journal Officiel* No. L40 dated February 18, 1971).

SEEDS

Decision No. 71/93/CEE authorizes Germany to permit, until May 31, 1971, the marketing of certified seeds of oats subject to less stringent requirements (*Journal Officiel* No. L43 dated February 22, 1971).

Decision No. 71/94/CEE authorizes Germany to permit, until April 30, 1972, the marketing of guaranteed seeds of false oats and yellow oats subject to less stringent requirements (*Journal Officiel* No. L43 dated February 22, 1971).

Decision No. 71/95/CEE authorizes Belgium to permit, until July 31, 1971, the marketing of seeds of fescue subject to less stringent requirements (*Journal Officiel* No. L43 dated February 22, 1971).

WINES

Decision No. 71/97/CEE authorizes Germany to defer applying the Common Customs Tariff applicable to certain Algerian wines (*Journal Officiel* No. L43 dated February 22, 1971).

Regulation (CEE) No. 436/71 modifies **Regulation (CEE) No. 1437/70** relating to storage contracts for table wines (*Journal Officiel* No. L48 dated February 27, 1971).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 375/71 completes, in so far as it concerns Hungary, **Regulation (CEE) No. 1054/68** establishing the list of organizations issuing certificates permitting the admission of certain milk products coming from third countries under certain Common Customs Tariff headings (*Journal Officiel* No. L44 dated February 23, 1971).

Regulation (CEE) No. 433/71 relates to the certified proof which must be given following applications for premiums for the non-marketing of milk and milk products (*Journal Officiel* No. L48 dated February 27, 1971).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 432/71 concerns communications relating to the adaptation of the system for import certificates in the cattlemeat sector (*Journal Officiel* No. L48 dated February 27, 1971).

FRUIT AND VEGETABLES

Regulation (CEE) No. 439/71 fixes the production refund for olive oils used in the manufacture of preserved fish and vegetables (*Journal Officiel* No. L48 dated February 27, 1971).

Temporary suspension of import duties —correction

AN ANNOUNCEMENT about **Regulation (CEE) No. 2635/71** partially or totally suspending the Common Tariff on a number of products

(*Continued on next page*)

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EUROPEAN COMMUNITIES, *continued*

appeared in *Trade and Industry* dated March 3 (pages 493/494).

In Table II, which covers suspension for the period January 1, 1971, to December 31, 1971 descriptions of goods under the following Common Customs Tariff Nos. should be amended to read as follows:

Common Customs Tariff No.	Description of goods
ex 03.01 C	Roe of lumpfish (cyclopterus lumpus), fresh, chilled or frozen
ex 03.02 C	Roe of lumpfish (cyclopterus lumpus), salted, in brine, dried or smoked
ex 12.07 K	
(4th entry)	Colchicum seeds (colchicum autumnale)
(6th entry)	Ergot of rye (secale cornutum)
(7th entry)	Leaves, seeds, roots and other parts of datura metel
ex 28.55 B	Iron phosphides (ferrophosphorus) containing 15 per cent or more by weight of phosphorus, intended solely for the manufacture of phosphoric steel-making pig-iron or of steel or for the manufacture of foundry pig-iron†
ex 29.13 D I	
(2nd entry)	3β-Hydroxyandrost-5en-17-one
(3rd entry)	3β-Hydroxy-16α-methylpregn-5en-20-one
ex 29.14 A II e 5	
(1st entry)	16α, 17α-E poxy-3β-hydroxypregn-5en-20-one acetate
(3rd entry)	11α, 17α, 21-Trihydroxy-16α-methyl-5α-pregnane-3, 20-dione 21-acetate ll tosylate
(4th entry)	16α, 17α-Epoxy-3β-hydroxypregn-5-en-20--one acetate
ex 29.16 D	Endothal and its sodium salt (7-Oxabicyclo (2, 2, 1) heptane-2, 3-dicarboxylicacid)
ex 29.35 T	
(4th. entry)	1, 4-Diaza (2, 2, 2) bicyclo-octane (triethylenediamine)
2941 A	Digitalis glycosides
ex 38 19 T	
(4th. entry)	Crude guanine (paste of scales and other fish waste, containing mineral oil, of the type used in the manufacture of pearl essence)
ex 39.01 C III	
(2nd entry)	Film in rolls, with a substrate of ethylene glycol polyterephthallate for cinematographic or photographic use (including radiography)
ex 62.05 C	Passenger life-jackets and escape chutes for the equipment of aircraft†
ex 90.05	Life-rafts for the equipment of aircraft†
should read:	
ex 89.05	Life-rafts for the equipment of aircraft†

† This suspension is subject to conditions to be determined by the competent authorities

GREECE

Ban on imports of poultry

BECAUSE OF the outbreak of fowl pest the Greek Government has temporarily banned the import from the United Kingdom of day-old chicks and egg-laying and breeding stock.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

TURKEY

Customs duty exemption

A DECREE of the Turkish Council of Ministers published on January 6 has reduced to zero as from August 10, 1970, customs duty rates on the following items; on condition that permission for their importation is granted by the Ministry of Industry:

Tariff No.	Item
47.01	Paper pulp
48.02	Mechanically manufactured paper and cardboard
48.03	Paper and cardboard made into parchment paper
48.07	Art, coated paper, coloured paper, printed paper and cardboard

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

Customs duty reductions

THE TURKISH GOVERNMENT has reduced the rate of customs duty on 112 items in the current import lists. The tariff numbers affected are:

10.06	29.24	51.01	82.05
15.11	29.31	51.02	82.10
25.24	29.35	51.04	84.15
28.03	32.05	56.01	84.59
28.08	32.08	70.04	84.60
28.13	34.02	73.12	84.61
28.17	35.01	73.19	84.64
28.30	38.03	73.31	84.65
28.42	38.11	73.32	85.05
29.01	39.01	73.35	85.09
29.04	39.02	79.02	85.13
29.14	39.04	79.03	85.14
29.16	39.05	80.01	85.24
29.22	39.06	82.02	87.14
29.23	40.01	82.03	90.17
		82.04	90.20

Inquiries from British exporters about this notice, specifying the items in which they are interested, should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA', published by the EFTA Secretariat in Geneva. This 161 page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obained free of charge from the Department of Trade and Industry EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).

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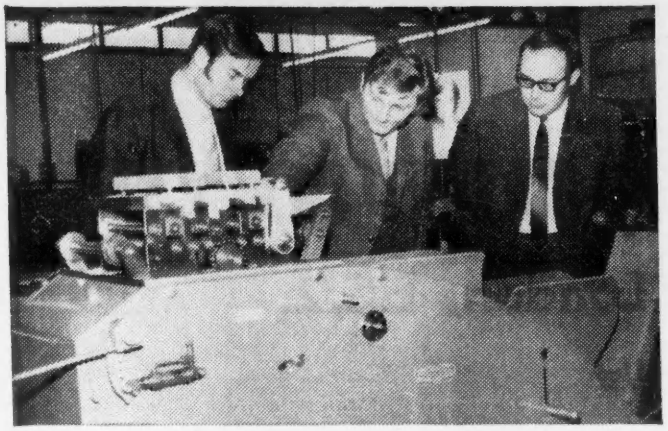
DUTCH AGENT SEES FOR HIMSELF

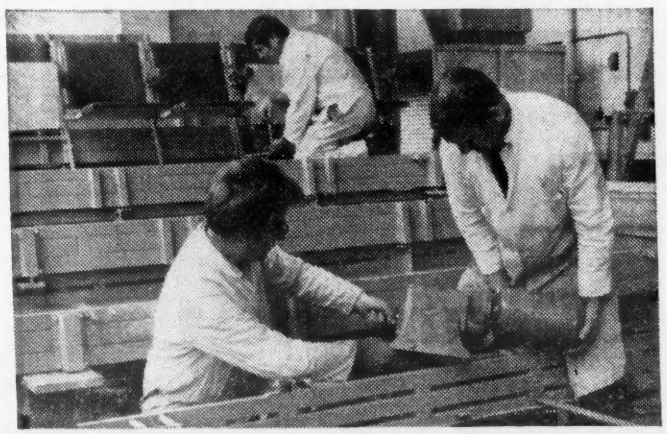


An Atkin press stock straightener and coil cradle for export to Germany being inspected by Mr. W. A. J. Moerdijk, sales engineer of Frank Lewis & Co. (London) Ltd.'s recently appointed Dutch agent, Viba N.V. Mr. Moerdijk was visiting the Thetford factory to familiarize himself with the full range of press shop equipment manufactured by W. T. Atkin. Also present are Mr. M. T. S. Lewis (left), managing director of Atkin and Mr. M. J. Kirby (right), export sales engineer of Frank Lewis, Atkin's parent company who also handle their export sales.

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

MOBILE SEATING FOR TV STUDIO AUDIENCES



Picture shows an Electropower 'Slo-Rev' motorized gear unit being installed on one of several power-operated, retractable audience-seating units under construction for the BBC Television Centre at the works of Lodge (Contracts) Ltd., West Molesey, Surrey, who have supplied similar but unpowered units to Italian television. Believed to be the world's first power-operated mobile units to provide fully upholstered seating comparable with normal theatre comfort, they have been specially designed by Lodge in collaboration with the BBC. The gearmotor is supplied by Electropower Gears Ltd., Aylesbury, a Rotork Controls Group company.

NORWAY

Global quotas

NORWAY HAS ESTABLISHED the following global quotas for 1971. The global quota area comprises all countries.

Customs Tariff Heading	Commodity	Quota (expressed in '000 Kr. unless otherwise stated)
ex Chapter 1	Live animals, not for food	2,800
ex 04.04	Cheese and cheese paste (including parmeson cheese)	260 tons
06.01	Flower bulbs	14,000 (or 1,400 tons)
06.02	Live plants, tubers and the like	13,000
06.03	Cut flowers	11,000
06.04	Other parts of plants, grasses, moss, foliage and the like	1,200
ex 07.01	Fresh mushrooms	60 (or 10 tons)
ex 10.06	Rice grits and broken rice (other than for industrial processing)	550
ex 16.02	'Turkey roll'	100 (or 5 tons)
ex 17.02	Glucose	450 (or 700 tons)
ex 20.02	Roasted onions	180 (or 15 tons)
20.07	Fruit and vegetable juices	350
ex 21.07	Fat emulsions and similar preparations of a kind used in the manufacture of bakers' wares, containing more than 10% of fat by weight	100 (or 20 tons)

British exporters should address their inquiries to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757. Ext. 458, 459 and 461).

SAUDI ARABIA

New labelling regulations

THE SAUDI ARABIA Ministry of Commerce and Industry has prescribed the following conditions concerning labels for all types of packaged, bottled and canned foodstuffs and beverages, except in cases where there is an explicit provision in any standard regulations to the contrary:

1. The name of the product should indicate its true nature and should be specific.
2. The ingredients and weight should be clearly mentioned.
3. The name of the manufacturer or packer of the product as well as his full address and the date of packing should be stated.
4. If the product has been treated with radioactive rays, this should be mentioned.
5. In the case of dietary foods, including such foods claimed to contain vitamins or minerals, the necessary facts should be mentioned to show the suitability of the foods for the desired objective.
6. Information which should appear on the label in accordance with these specifications or any other specifications should be prominent, clear and legible to the consumer.
7. Arabic should be among the languages used in stating the obligatory information.
8. Optional information or drawings may be displayed on labels.
9. These specifications should not preclude any additional information as far as the affixing of labels is concerned whenever extenuating circumstances related to a special food justify such addition.

A period of grace extending until approximately August 23 has been granted to comply with the above instructions.

More detailed information about the new regulations is available from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

IRAN

Importation of butter

THE IRANIAN AUTHORITIES have announced that as from February 18 pending further notice, permission of the Ministry of Economy is not necessary for the opening of credits for the import of butter.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

ISRAEL

Temporary import duty surcharge

THE ISRAELI AUTHORITIES advise that the period for the imposition of the 20 per cent import duty surcharge has been extended to March 31, 1972.

There is no reduction of this temporary import duty surcharge for goods of EEC origin as it is levied in full on imports from all countries, except for certain basic commodities.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

Amendments to Free Import Order, 1969

SOME AMENDMENTS have been made to the above Israeli Order which affects the following tariff numbers:

37.01 61.09 84.42 84.61

Inquiries from British exporters about this notice, specifying the items in which they are interested, should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

Surcharge on transceivers

THE ISRAELI AUTHORITIES have advised the repeal of the specially calculated surcharge relating to transceivers – radio telephonic of a weight (excluding batteries and cases) not exceeding 1.50 kgs. (Ex tariff item No. 85.15).

Purchase tax

AMENDMENTS HAVE been made to the Israeli Purchase Tax Order affecting the following commodities:

Magnetic recording tape or wire, whether with recording or not; cassette or cartridge for magnetic recording tapes
Yarn and thread, wound in spools, alstomeric-polyoritanic
Woven fabrics, artificial or synthetic of multifilaments exceeding 1.000 denier
Smokers' requisites, parts and accessories
Babies' walkers
Articles made of expanded foam or sponge rubber or plastics
Glass plates; mirrors (except for vehicles)
Wine
Spirituous beverages (excluding mead).

Inquiries about these notices from British exporters specifying the items in which they are interested, should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

Tariff amendments

AMENDMENTS HAVE been made which affect the following Israeli tariff numbers:

09.02	21.04	60.03	85.21
09.05	39.02	60.04	87.04
13.02	44.03	*69.10	87.09
18.05	44.07	73.29	90.04
20.02	48.01	82.02	90.16
20.05	48.07	84.22	90.17
20.06	51.04	85.08	92.13
20.07	58.05	85.15	97.04
			98.10

*Only EEC rate affected.

Inquiries about this notice from British exporters, specifying the items in which they are interested, should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

MOROCCO

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of December 16, 1970, published the following details of modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates came into effect as from December 21, 1970.

Tariff No.	Description	Tariff	
		General	Working
06-02	Other plants and living roots including cuttings and slips		
B	Others	20	Ex

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

DAHOMEY

Tax modifications

DAHOMEY ORDINANCE No. 70 - 53/CP/MF/DB of December 31, 1970, reported the following changes concerning imports.

Article 3 announced changes in the rate of the fiscal import taxes and the global rate on import taxes and duties in the regime of the minimum and general tariff, applicable to the following products:

Description of product	Tariff position	New rates		
		Fiscal tariff	Minimum tariff	General tariff
Unmanufactured tobacco in the leaf or in rib form, liquored	24-01 A 1	48%	72%	120%
Cases and haversacks	42-02	15%	21%	33%
Flags and battalion flags	62-05	15%	21%	33%
Medals	71-13 A	15%	21%	33%

Article 4 announced that as from January 1, the rate of the import taxes and duties on pipes, tubes and accessories of tariff position 39-02 for use in pressure conduits, would be as follows:

Fiscal tariff 25 per cent
Minimum tariff (UK goods) 25 per cent
General tariff 33 per cent

under the reservation:

1. that the internal diameter is 40 mm or more
2. that their normal working pressure is 5 kg or more per sq. cm.

Article 5 announced that the rate of the import taxes and duties on products and articles in Chapters 40, 68, 70, 73, 83, 84, 85, 87, being parts, accessories, or detachable pieces intended exclusively for use in automobile vehicles of tariff position 87-01 to 87-03 was as follows:

Fiscal tariff 28 per cent
Minimum tariff 46 per cent
General tariff 82 per cent

Article 9 announced that the rate of the internal turnover tax is raised from 8.40 to 10 per cent as from January 1.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 271/2/3).

INDIA

Tax changes effective

FOLLOWING the passing of the Taxation Laws Amendment Act, 1970, the incidence of tax on the salaries of foreign technicians employed in Indian industry will be somewhat different. The main changes from April 1 onwards will be in the length of time over which tax-free income will be allowed and in the categories of technicians who will be permitted tax-free income. Also, for the first time there will be an upper limit on the amount of salary which is allowed tax free.

A note on this subect setting out brief details of the new legislation is available. Any inquiries about this notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277).

REPUBLIC OF INDONESIA

Industries closed for foreign investment

THE INDONESIAN GOVERNMENT has announced that a further nine industries are closed for foreign investment in Indonesia. These are as follows:

1. Detergent
2. Nail wire drawing
3. Toothbrushes
4. Mosquito coils
5. Corrugated cardboard
6. Noodles
7. Zip fasteners
8. Tanneries
9. Hair-wigs.

The foregoing list may be added to or otherwise altered without formal notice. Where application under Form A (the first formal step in making application to invest in Indonesia under the foreign Investment Law No. 1 of 1967) has been made, and is contemplated, firms are advised to seek an assurance that they may proceed to the next stage (Form B) without prejudice and that they will not be prevented from making an investment without early and formal notice.

Firms contemplating an investment in Indonesia are advised to get in touch with Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253).

NEW ZEALAND

Emergency Protection Authority

COPIES OF the following New Zealand Emergency Protection Authority report have been received and are available from the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

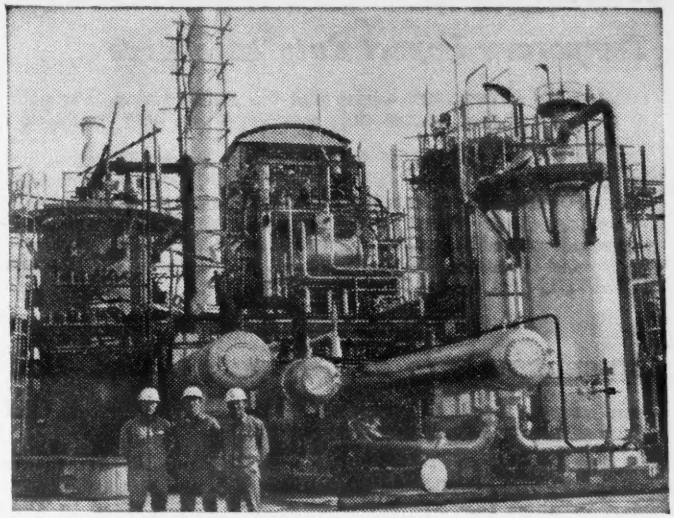
Tariff Item	Description
16.04.02	Fish fingers

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £5.

SWISS

Schweizer Jahrbuch des oeffentlichen Lebens. 1970/71. XVI/584 pages. Price: Sw. Fr. 23.0. Complete directory of the Swiss administration.

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-
PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO



Twelve Korean plant operators were trained in the United Kingdom while this complex petrochemical plant was being built at Seoul, South Korea. Last week the final 30 tons of the total of 800 tons of United Kingdom-manufactured equipment built into the plant were flown out by Power-Gas, the process engineering subsidiary of Davy-Ashmore which handled this turnkey project valued at £2.5 million. It will produce 150 tons/day of methanol, from naphtha feedstock, for use in wood binders, mainly for plywood produced by the Taesung Lumber Industrial Company for whom the plant was built. It is one of four methanol plant contracts won by Power-Gas in recent years; one is in Taiwan and two in the United States.

Customs Tariff changes

THE NEW ZEALAND GOVERNMENT has issued Orders which came into force on January 29, amending certain items in the New Zealand customs tariff. The Chapter concerned is 44.

Further information for British exporters is available from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401/468/469) and is being published in full by the new Computerized Export Intelligence Service.

THE KHMER REPUBLIC

Official name

THE GOVERNMENT of the State formerly known as Cambodia have made it known that 'the Khmer Republic' is now its only official name.

The noun and adjective of nationality are 'Khmer'.

Any inquiries arising from this notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2252).

JAPAN

Kennedy Round tariff reductions

THE JAPANESE GOVERNMENT has decided to bring forward the final Kennedy Round tariff reductions, due to be implemented on January 1, 1972. The reductions will now take effect from April 1, 1971.

Details of the items concerned and other information about this notice may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 475 and 420).

Trade liberalization

THE JAPANESE GOVERNMENT announced recently that the quantitative restrictions applied to the import of the following items would be removed with effect from January 1, 1971.

Tariff No.	Item
ex 08.04	Grapes (vitis vinifera), fresh
ex 16.05	Scallops, adductors of shellfish and cuttlefish, smoked
ex 19.02	Cake mixes
ex 19.03	Macaroni, spaghetti, vermicelli and noodles
ex 19.05	Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, corn flakes and similar products) excluding preparations other than those of rice, wheat, barley (including naked barley) and corn flakes
ex 22.09	Whisky (excluding Bourbon whisky)
ex 29.44	Antibiotics, other (chloramphenicol, tetracycline and cycloserine, excluding derivatives of choramphenicol and tetracycline)
ex 37.02	Other colour films
58.10	Embroidery, in the piece, in strips or in motifs
82.07	Tool-tips and plates, sticks and the like for tool-tips, unmounted, of sintered metal carbides (for example, carbides of tungsten, molybdenum or vanadium)

In addition, the following items are scheduled to be removed from quota control by the end of April 1971:

Tariff No.	Item
ex 01.01	Live horses
ex 08.02	Grapefruit, fresh
ex 08.06	Apples, fresh
ex 08.10	Pineapples (whether or not cooked), preserved by freezing, not containing added sugar
ex 08.11	Limes, grapes (vitis vinifera) and apples provisionally preserved by sulpher dioxide gas and other preservative gases
ex 09.02	Black tea
ex 10.07	Kao-liang and other grain sorghums, excluding those purchased by the Government and those to be used as materials for compound feeds under the supervision of the Customs
ex 12.01	Rapeseeds and mustard seeds; groundnuts for oil mills
ex 15.07	Soyabean oil; groundnut oil; rapeseed oil and mustard seed oil; cottonseed oil excluding such to be used for manufacturing mayonnaise; corn oil, saffowerseed oil and sunflowerseed oil
16.01	Sausages and the like, of meat, meat offal or animal blood
ex 17.04	Chewing gum
ex 20.03	Pineapples preserved by freezing, containing added sugar
ex 21.07	Bases for beverages, non-alcoholic, excluding Korean ginseng tea
ex 22.02	Lemonade, flavoured spa waters and flavoured aerated waters and other non-alcoholic beverages, containing added fruit juices, not including fruit and vegetable juices falling within heading No. 20.07 of the Customs Tariff Schedule; other than nectar
ex 23.04	Oilcake and other residues resulting from the extraction of soyabean oil, rapeseed oil or mustard seed oil
25.02	Unroasted iron pyrites
ex 25.04	Other natural graphite, amorphous
ex 26.01	Tungsten ore
ex 28.42	Soda ash
ex 29.23	Sodium glutamate
ex 30.03	Preparations with a basis of antibiotics, other (preparations of choramphenicol, tetracycline and cycloserine, excluding preparations of derivatives of choramphenicol or tetracycline)
ex 41.08	Patent leather and imitation patent leather, excluding imitation patent leather manufactured from leather falling within heading No. 41.05 of the Customs Tariff Schedules
ex 42.03	Articles of apparel of leather or of composition leather containing furskin or combined or trimmed with precious metals, rolled precious metals, metals plated with precious metals, precious stones, semi-precious stones, pearl, coral, elephants' tusks or 'Bekko'; articles of apparel of leather or of compsoition leather, other
ex 44.02	Wood charcoal (including shell and nut charcoal) agglomerated or not, excluding coconut-shell charcoal
ex 64.05	Parts of footwear of leather
ex 84.06	Internal combustion piston engines for motor vehicles (those for motor vehicles (excluding three-wheeled motor vehicles) falling within heading No. 87.02 and No. 87.03 of the Customs Tariff Schedules). Parts of internal combustion piston engines (pistons, connecting-rods and cylinder blocks for internal combustion piston engines)

The following items are scheduled to be liberalized b y September 1971:

Tariff No.	Item
ex 01.02	Live animals of the bovine species excluding buffaloes
01.03	Live swine
ex 02.01	Meat and offals, of pigs, fresh, chilled or frozen, excluding tongue and internal organs
ex 07.06	Manioc, other than for use as foodstuffs, arrowroot, salep, Jerusalem artichokes, sweet potatoes (excluding fresh sweet potatoes) and other similar roots and tubers with high starch or inulin content, fresh or dried, whole or sliced; sago pith
11.06	Flour and meal of sago and of manioc, arrowroot, salep, and other roots and tubers falling within heading No. 07.06 of the Customs Tariff Schedule
17.03	Molasses, whether or not decolourized
ex 17.04	Other sugar confectionery (excluding cough drops)
17.05	Flavoured or coloured sugars, syrups and molasses, but not including fruit juices containing added sugar in any proportion
ex 18.06	Chocolate confectionery; other food preparations containing cocoa and added sugar in powder, plate or lump
ex 19.08	Cookies, biscuits and crackers
ex 20.02	Mashed potatoes and potato flakes
ex 21.07	Sweet corn, canned
ex 22.02	Nectar
ex 22.08	Ethyl alcohol, undernatured of a strength 80° or higher, denatured alcohol of any strength
ex 23.01	Flours and meals of fish, and residues of fish, unfit for human consumption
ex 27.01	Coking coal
27.02	Lignite, whether or not agglomerated
ex 29.05	Menthol
ex 33.01	Peppermint oil (excluding peppermint oil of mitcham type) and crude peppermint oil
35.05	Dextrins and dextrin glues; soluble or roasted starches; starch glues
ex 38.12	Prepared dressings for starching
ex 84.05	Steam turbines, with a rating of more than 400,000 kilowatts
ex 84.54	Digital analogue converters and analogue digital converters
ex 85.13	Telephone switchboards and exchanges (electronic system)
ex 85.22	Controllers for digital type electronic computers, or for machines of the following descriptions: input units, output units, input-output units or memory units designed to work in electrical connection with the computers above, and magnetic tape converters or magnetic tape printers used together with the machines of all the foregoing. Other electrical goods and apparatus (those suitable for use solely or principally with machines of a kind falling within heading No. 85.22-1 of the Customs Tariff Schedules).

Inquiries arising from this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 475 or 420).

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232 - Telex EconPlan 55472 - message to be prefixed for COI).

NORTH MIDLAND: Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021 643 8191 - Telex 33376).

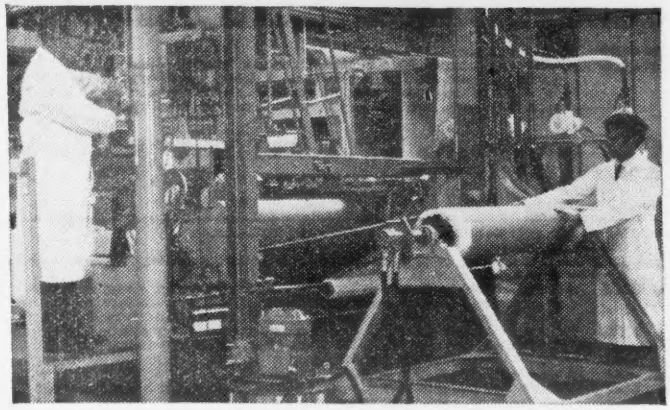
NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

IN OPERATION ALL OVER THE WORLD



Sixty-two polychromatic dyeing machines made under licence from ICI Dyestuffs Division are now in operation all over the world. ICI's new polychromatic dyeing process produces endless pattern permutations with the jet-spraying of dyes on to moving material. Ten machines (similar to the one pictured here) are now operating in the United Kingdom and in the United States there are 43; France have five, Spain two and Belgium and Holland one each. Other countries that now have polychromatic equipment are Chile, Canada, Denmark, Sweden, Norway, Brazil, Argentina, Israel, Turkey and Nigeria.

CHILE

Regulations regarding local foreign exchange operations

THE EXECUTIVE COMMITTEE of the Chilean Central Bank recently issued Circular No. 1476 to the local Commercial Banks introducing, as from January 19 new regulations relating to foreign exchange operations. Commercial Banks are now required to obtain the prior authorization of the Central Bank for:

(a) all credits and renewals contracted abroad
(b) all local payments in foreign currency received from abroad
(c) all drawings on local foreign currency Bank Accounts, except for payments made by the Banco del Estado de Chile on current accounts opened following the decision of the Executive Committee at Session No. 675 concerning salaries paid in foreign curency (see page 41 of *Trade and Industry*, dated January 6).

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2289).

JAMAICA

Export Industries Encouragement Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law: Pectin, Naringin, Hesperedin and Hovercraft.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, raw materials, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

CANADA

Additions to customs tariff

THE CANADIAN GOVERNMENT has issued Order in Council PC 1971-193 dated February 2, 1971, making the following additions to the customs tariff:

Tariff Item	Description	British Preferential Tariff	Most Favoured Nation Tariff	General Tariff
	Meats, prepared or preserved, other than canned:			
1001-3	Dry salt pork fatback for processing into salt pork in brine (Expires January 31, 1972)	Free	Free	5 cts.
19255-1	Filter paper, in rolls, whether or not coated or impregnated, for use in the manufacture of oil filters for diesel locomotives (Expires October 31, 1971)	Free	Free	35%
37925-1	Bars of iron or steel made to specification S.A.E. 1075 modified carbon, hot-rolled, not less than 0·2031 inch nor more than 0·225 inch in thickness, not less than three and one-half inches nor more than four and one-half inches in width, for use in the manufacture of cutter bars for chain saws (Expires January 31, 1972)	Free	Free	20%
42777-1	Engines, axles, torque converters, differentials, transmissions and parts thereof, for use in the manufacture of machines commonly known as self-propelled pneumatic tyred rollers, compactors, vibratory rollers and street or road rollers (Expires January 31, 1972)	Free	Free	30%
44569-1	Steatite ceramic parts, when of types or sizes not made in Canada, for use in the manufacture of resistors (Expires October 31, 1971)	Free	Free	20%
44574-1	Parts for use in the manufacture of silicon controlled rectifiers having a minimum current rating of 100 amperes (Expires October 31, 1971)	Free	Free	25%
44575-1	Power conversion devices incorporating silicon controlled rectifier cells having a minimum current rating of 500 amperes; silicon controlled rectifier cells having a minimum current rating of 500 amperes; parts and sub-assemblies of the foregoing; all the foregoing when imported for use in the manufacture of power converters rated at not less than 7 kV direct current (Expires January 31, 1972)	Free	Free	25%
44576-1	Hermetic lead frame packages and ceramic lead frame packages, sometimes referred to as carriers, and parts thereof; TO-5 8-pin and 10-pin headers; TO-5 profile cans; all the foregoing when imported for use in the manufacture of integrated circuits (Expires January 31, 1972)	Free	Free	25%
44662-1	Metal ferrules for use in the manufacture of pencils (Expires January 31, 1972)	Free	Free	17½%
45135-1	Buckles and ornaments of metal, whether painted, gilt, electroplated or otherwise finished, for use in the manufacture of footwear (Expires January 31, 1972)	Free	Free	25%
56305-1	Poromeric materials for use in the manufacture of footwear (Expires January 31, 1972)	12½%	17½%	50%
60520-1	Genuine reptile leathers and kangaroo leathers for use in Canadian manufactures (Expires January 31, 1972)	Free	Free	10%
61825-1	Rubber discs, consisting of several sheets of compounded rubber laminated together, with or without a centre hole, for use in the manufacture of rubber thread (Expires January 31, 1972)	7½%	10%	27½%
93907-4	Plastic shapes, unfinished, light polarized, coated or not, for use in the manufacture of eyeglasses (Expires January 31, 1972)	Free	Free	30%

Inquiries from British exporters concerning this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel.: 01-248 5757, Ext. 455/456/457).

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p
Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London E.C.1.**
Replies to Box Numbers should be addressed to **Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

TYRES OF ALL DESCRIPTIONS wanted and for sale. Large quantities of casings, etc., groovers and runners always available. Giants, passengers and aircraft. Douglas L. Charlett (Tyres) Ltd., 81/9 Cassington Road, Yarnton, Oxford, OX5 1QB. Kidlington 3017.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

CANADA, *continued*

Consumer, Packaging and Labelling Bill C-180

A NOTICE about the Canadian Government's policy on bilingual labelling of consumer products was published in *Trade and Industry* of January 27. It has now been announced that the target date for general enforcement of a bilingual labelling requirement under all federal labelling statutes is December 16, 1975, but that specific earlier dates may be established for products such as drugs, cosmetics, patent medicines, pesticides and food.

Further information concerning this matter will be published as soon as it becomes available.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU Tel.: 01-248 5757, Ext. 455/456/457).

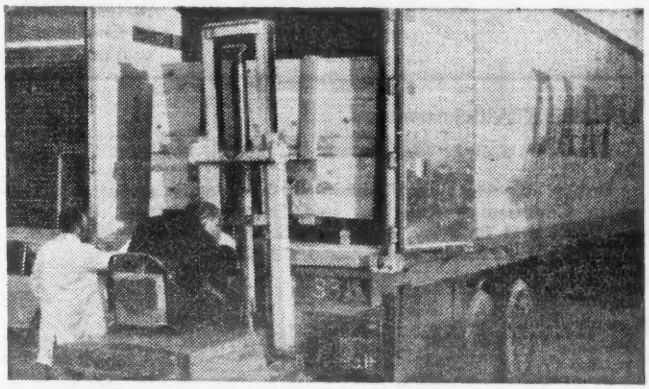
UNITED STATES

Import quotas on dairy products

A NOTICE that United States quota restrictions had been placed on low-fat cheese (TSUS 950.10E) and certain chocolate products (TSUS 950.16) was published in *Trade and Industry* on January 1. These products are subject to import licensing from July 1, 1971.

The United States Department of Agriculture has announced that to establish eligibility for a licence on a historical basis, evidence must be submitted to the Import Branch, Foreign Agricultural Service, United States Department of Agriculture, Washington DC 20250 not later than March 15, 1971. Both the quantity of articles imported during the 12 months July 1969 to June 1970 and the purchase price of items of cheese must be shown.

British exporters may obtain further details about this notice from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456, 457). Reference FR 25.2.71.



Marden-Edwards and Co. have recently completed a further export order for the versatile ME 4-12 carton overwrapping machines for Tampax Inc., Palmer, Mass., United States. Eight machines had conveyors were packed by MSA Packaging Ltd. of Poole, Dorset, and shipped to Boston by Dart Containerline. They arrived at the customer's plant less than 14 days after packing. Picture shows one of the eight ME 4-12 machines being loaded into a Dart container for shipment.

Flammability of certain carpets and rugs

THE UNITED STATES Federal Trade Commission gave details of proposed flammability standards for carpets and rugs (*Board of Trade Journal* of April 29, 1970) with the effective date of April 16, 1971.

The Trade Commission has now announced proposals for test procedures and record-keeping requirements relating to these carpets and rugs, for guaranty purposes.

Interested persons may submit written comments to the Federal

(*Continued on next page*)

NRDC

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

Screwing machines
For Bolts and Pipes,
Portable, for hand and power,
As used by railways, docks, public works and engineers.

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Member of the Stainless Steel Fabricators Association.

UNITED STATES, *continued*

Trade Commission, Washington DC 20580, not later than March 26, 1971.

British exporters may obtain further details about this notice from Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 13.2.71.

Control of air pollution from motor vehicles

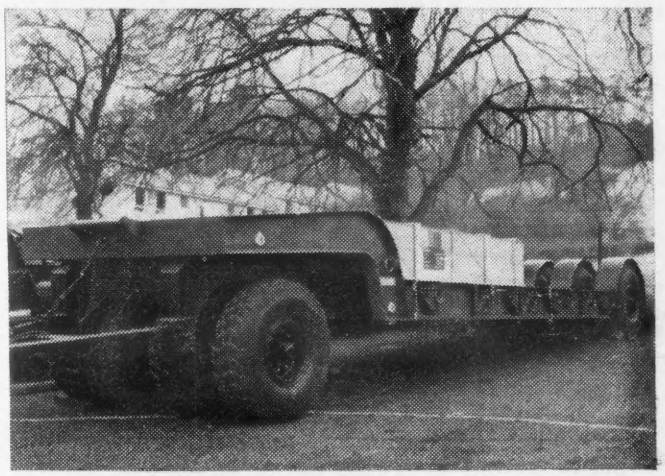
DETAILS OF hydrocarbon and carbon monoxide emission standards and certification and test procedures were issued by the United States Department of Health, Education and Welfare (see *Trade and Industry* of December 9, 1970).

The Environmental Protection Agency now proposes the establishment of emission standards for 1975 and later model year vehicles and engines.

Interested persons may submit written comments to the Environmental Protection Agency, Air Pollution Control Office, Parkham Buildings, 5600 Fishers Lane, Rockville, MD 20852, not later than April 27, 1971.

British exporters may obtain further details about this notice from Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 26.2.71.

LOW LOADER FOR NAIROBI



A 25-ton independent Taskers low loader with a 20 ft. lower bed waiting at the Andover factory of Taskers Trailers Ltd. for shipment to the Crown Agents of the Colonies in Nairobi. In the crate is all the necessary ancillary equipment.

Report on Overseas Trade

Prepared by the Statistics Division of the Department of Trade and Industry

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times* Monthly 30p (6s.) (*by post* 32½p). Annual subscription **£3.80 (£3 16s.)** including postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

HMSO

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BRITISH GOVERNMENT CONTRACTORS

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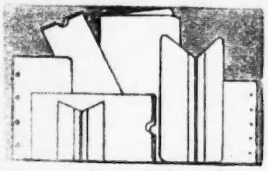

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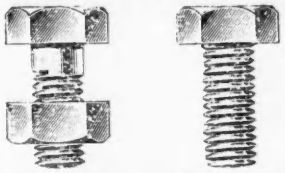
All sizes and types in any material.



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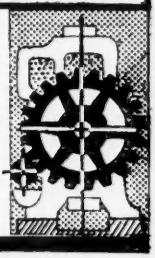

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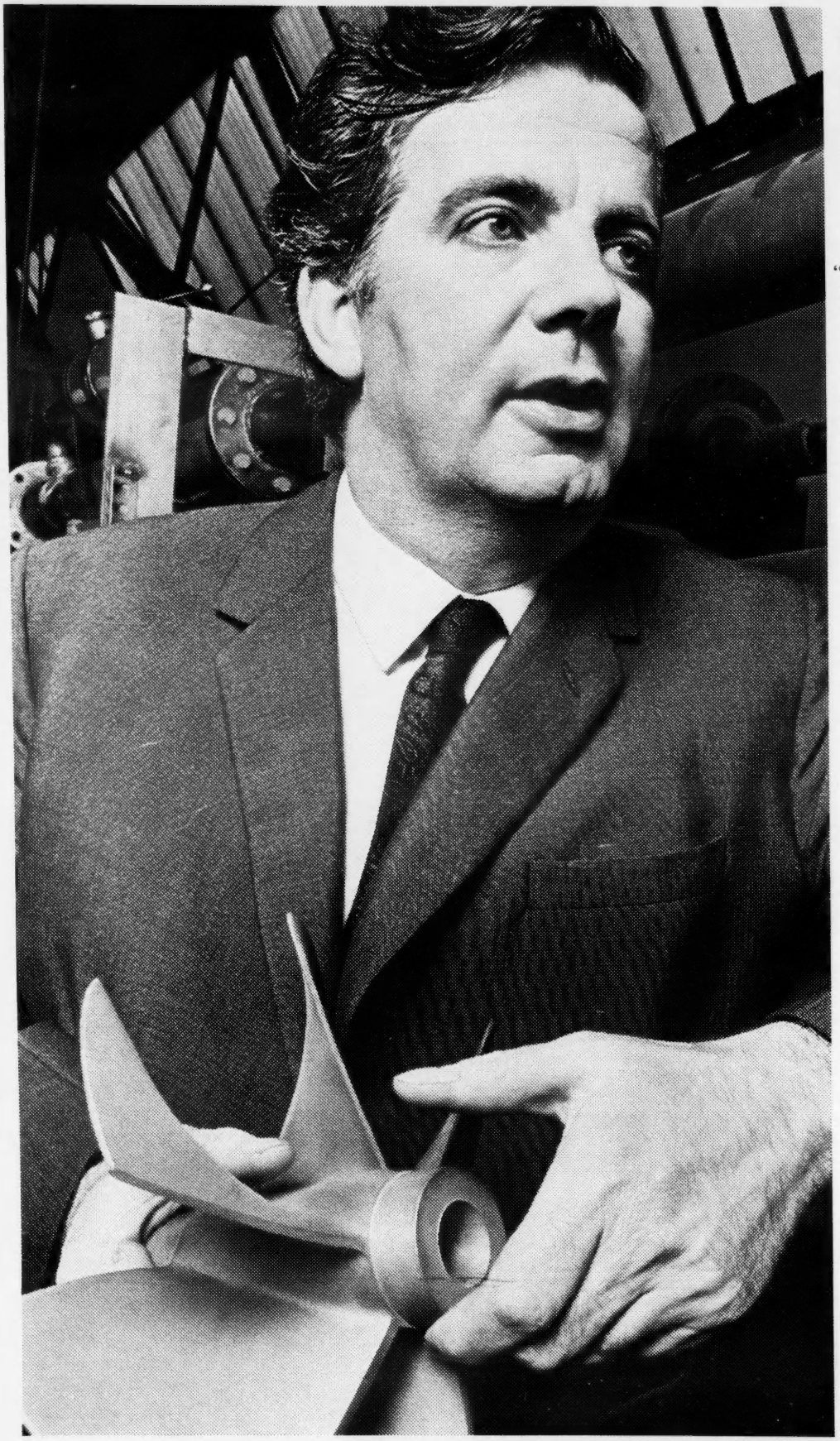

Cheap cover helps exports flow.

"We're small but growing quickly. A big loss might sink us. But we know it won't, because we can get cheap insurance from ECGD," *says Mr R. N., Managing Director of a young, fast-moving Middlesex electronics company.*

In just 3½ years this company has raised exports from scratch to £350,000-plus. Its products—electronic meters to measure the flow of liquids and gases—go to the oil, chemicals, gas, hydraulics and food industries in markets as varied as U.S.A., Japan, Germany, Indonesia.

Low-cost cover

This company has 90 buyers in U.S.A. alone, and many others covering almost every country. This large number of customers presents considerable risks of buyers' insolvencies or defaults, but the company is covered by ECGD insurance against 90-95% of these and other losses—for as little as 25p per £100.

Cheaper finance, too

Mr R.N. also makes profitable use of the ECGD Comprehensive bank guarantee. This enables policyholders to get finance up to 2 years at Bank Rate plus ½%. Longer credit is at a fixed 7% under ECGD Specific guarantees.

Growth through exports

Planned prospects for Mr R.N's company are a 70% growth rate, a new factory in Hampshire, a new subsidiary in Düsseldorf added to one already set up in Dallas. "With the home market up and down like a fiddler's elbow, major growth must come from exports," he says. If you agree, talk this week to your local ECGD Manager.

Export Credits Guarantee Department:
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